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DEMO ROW AS LORDS GO ON TV

Striking miners invade chamber

By JAMES WIGHTMAN Political Correspondent

THE televising of Parliament had a doubly controversial opening in the Lords yesterday when striking miners briefly disrupted proceedings and the Earl of Stockton, the former Conservative Prime Minister, Harold Macmillan, resurrected his vision of a national government.

The demonstration happened as Lord Stockton was about to deliver a speech which was again short on praise for government and delighted Mrs Thatcher's critics, particularly the S D P-Liberal Alliance, which favours coalition government as an option.

He first made the suggestion in 1976 when Labour was in office, but he did not include it in his maiden speech in the Lords last year.

Two-and-a-half hours after the live television coverage began, about 20 miners stood up in the gallery above the Chamber and began chanting: "Coal not dole," and "Get rid of MacGregor."

They also waved a paper banner with the message: "Victory to the miners."

After a struggle police and attendants led away some of the demonstrators, the others following peacefully.

The miners were believed to have gained access to the gallery on passes signed by Left-wing Labour MPs, some of whom were involved in disrupting proceedings in the Commons last week in support of the miners.

Parliament—P8; Godfrey Barker—Back Page; Editorial Comment—P18

Labour Chief Whip orders inquiry

The demonstration started another internal Labour row last night as Mr Michael Cocks, Labour Chief Whip, condemned the protest and ordered an inquiry into the part in it apparently played by Left-wing MPs.

"I am concerned about the reports I have heard," he said. "I shall establish the facts as quickly as I can and see the people concerned.

"I take a serious view of it. This ought not to happen. This is political opportunism of the worst order and highly counter-productive."

Two Left-wing Labour MPs confirmed last night that they had been connected with the protesters, though one denied having helped them into the Lords.

Mr Jeremy Corbyn (Islington North) said he had arranged for some of them to be in the gallery, and that in his view they had been right to make their views felt.

Mr Kevin Barron (Rother Valley) said that two of the protesters had arrived at Westminster and left a message that they wanted to see him. By the time he met them, they had already been ejected from the Lords.

"That was the first I knew of it," he added.

The demonstration was not seen on television because the rules agreed between the Westminster authorities and the broadcasting companies stipulate that only proceedings on the floor of the House may be shown.

Demonstrations are much rarer in the Lords than in the Commons and minor though yesterday's was, it was being cited as evidence last night by those MPs who are resisting the idea of television in the Commons.

They felt that the presence of television cameras even if covering only the floor of the House, could attract more publicity seekers.

Chamber unusually crowded

But the general view last night on the first day of the six-month experiment was one of approval.

The Lords chamber was unusually crowded, with many MPs watching as the cameras began to show the proceedings firstly the procession of the Lord Chancellor, Lord Hailsham, at the start of Question Time.

Then the peers moved on to a debate on a critical Labour motion about the Government's economic and social policies.

The highlight of the debate was the speech by Lord Stockton, 92, who, as in his maiden speech, particularly lamented rising unemployment.

Talking of the need for change, he said: "It must happen here. We must not be the slowest ship in the convoy. We must be the leader of the convoy or anyway among them.

"We must make an attempt to regain the leadership we have had for so long for the next generation or else slowly and majestically we will go down, not drastically, but so slowly sink down like a great ship."

Asking if Britain would sink, he added: "Or shall we make a new determined effort, putting as far as we can parties aside. We must have parties, but there can be cooperation and there can even be national government.

"So let us do the latter and historians in the future will not describe the end of this century as the beginning of the decline and fall of Britain but as the beginning of a new and glorious renaissance."

Mrs Thatcher's critics were also delighted by his denouncing of monetarist theory as "futile and purely theoretical and academic arguments."

Noises off fail to disturb Supermac

By SEAN DAY-LEWIS

THE most taxing role in "The House of Lords," a new television serial which opened on three out of the four channels yesterday, was taken by Lord Taylor of Gryfe.

He has not previously been considered a name to conjure with and his performance here went some way towards explaining his previous obscurity.

He was nevertheless billed to follow the star of the show, the old entertainer himself, the Earl of Stockton, or as he was known in his theatrical heyday Harold Macmillan.

Inevitably poor Lord Taylor had to begin his speech, calling for healing influences and Social Democrat votes, against the mass movement of an audience hurrying for the exit.

Lord Stockton himself was also delayed. There were angry noises which, to all the television viewer was allowed to see or hear, might have come from a rhubarbing section of the studio audience protesting that they were not able to see or hear anything properly.

The camera director obeyed strict orders not to show anything outside the script.

It takes the old-fashioned medium of print to explain that the noises came from 20 miners in the public gallery expressing their desire for a change in the chairmanship of the National Coal Board and declaring that coal was more desirable than dole.

As the noises diminished Lord Stockton, determined that no little local difficulty should ever remotely affect his act, said: "I shall get up now" and rose.

He was brilliant, of course.

Continued on Back P; Col 3

The Earl of Stockton listening to the debate with Lord Home and Lord Boyd-Carpenter when the House of Lords went on television for the first time yesterday.

20 JOBS AXED IN BR PURGE

By STEPHEN WARD
Industrial Staff

BRITISH RAIL has begun to carry out its threat to axe up to 600 jobs if the N U R and the traindrivers' union, Aslef, do not lift their "blacking" of coal and iron ore movements in support of the miners.

It was revealed yesterday that the first 20 jobs, at Immingham and Scunthorpe, have already gone because British Steel had made it clear that goods transferred to road because of the blacking would not return to rail even when the miners' strike ends. Scunthorpe has 180 railway workers, and Immingham 250.

British Rail yesterday said there had been no compulsory redundancies, and the exercise had been completed by early retirement and transfers to other areas.

'Gone for ever'

It said another 100 jobs had already been earmarked as "gone for ever" at depots around the country because of the blacking, and discussion on these had started with local unions.

Mr John Palette, BR managing director for personnel, has pointed out forcefully to the unions that as many as 600 jobs are at risk if freight business which has been switched to road transport because of the blacking does not return to the railways.

This amounts to 600,000 tons of coal a week, and is increasing daily as more coal is produced and more pits come into production.

Two days ago British Rail gave Aslef and the N U R two weeks to reconsider the blacking of coal and iron ore.

NACODS MEN GO IN AT KIVETON

Nearly 350 miners went underground at Kiveton Park Colliery, South Yorkshire, yesterday when 19 pit deputies—members of the National Association of Colliery Overmen, Deputies and Shotfirers—crossed N U M picket lines.

About 40 pickets saw them drive into the pit in a convoy as another 19 miners ended their strike and went back to work.

Altogether, 382 miners returned to work nationwide yesterday taking the total so far this week to 2,900—higher than for the whole of last week.

Other pit news—P2

£700m DRUGS HAUL

By Our Bangkok Correspondent

More than 660lb of high grade heroin, worth more than £700 million on the streets in London, has been seized by Thai police in Chanthaburi province, 200 miles south of Bangkok.

Kinnock U-turn on pit strike debate

By NICHOLAS COMFORT Political Correspondent

LABOUR'S National Executive and Shadow Cabinet closed ranks yesterday in support of striking miners as the conviction grew within the party leadership that Mrs Thatcher had overplayed her hand by demanding a public surrender from Mr Arthur Scargill before talks could begin.

The executive, accusing the Government of "doing all in their power to keep the dispute going" when the miners were ready to settle, promised a new campaign of joint Labour-NUM rallies and fund-raising to relieve hardship in the coalfields.

And the Shadow Cabinet dropped its objections to an early Commons debate on the dispute, with Mr Kinnock judging that such an airing of the issues would no longer be a political bonus for the Government.

Talks were under way last night with the Government on the chances of fitting such a debate into the routine Commons timetable, with Monday week the date on offer.

New-found unity

Labour's facade of new-found unity was undermined by the part which Left-wing MPs allegedly played in staging the demonstration in support of the strike which erupted in the public gallery of the Lords yesterday afternoon as the Earl of Stockton rose to speak.

But Mr Kinnock and senior colleagues on both Left and Right were firmly of the view that Mrs Thatcher's handling of the dispute was, for the first time in months, playing into Labour's hands.

STABBED Pc CRITICAL

By Our Crime Staff

Pc George Mammond, 47, a father of three, was critically ill last night after being stabbed in the stomach by a coloured youth when he went to buy cigarettes at a shop in Lordship Lane, East Dulwich.

The youth stole £10 from the till and fled. He was described as of West Indian appearance, aged 18 to 20, 5ft 10in to 6ft tall with a short Afro hair style and wearing a blue bomber jacket and jeans.

ABBEY HOME LOANS RISE

By Our City Staff

The Abbey National, Britain's second largest building society, yesterday raised its mortgage and savings rates in line with other societies, despite continuing protests that no rise is yet necessary.

From Feb. 1 the Abbey will charge a basic loan rate of 13 per cent. Savers will receive an extra ¾ per cent. net of basic rate tax, lifting the seven-day accounts rate to 8¼ per cent. net.

U.S. AIRLINE SEEKS BIG FARES RISE

By Air Cdre G. S. Cooper
Air Correspondent

PEOPLE EXPRESS, the American cut-price carrier on the London-New York route, has applied to the Civil Aviation Authority to increase fares substantially without waiting for the major trans-Atlantic airlines' tariff rise in April.

C A A approval is sought by People Express for single fares of £154 economy and £409 first class, compared to existing fares of £122 and £358.

Virgin Atlantic, which compete with People Express on the Gatwick to Newark route, also wants to raise fares soon because of the fall in the value of the pound against the dollar.

Higher prices for tickets bought in the United States for People Express flights become effective on March 1.

Virgin Atlantic is seeking C A A approval to increase its single fares from March 22 by £10 in mid-week and by £20 at week-ends. Fares of £149 and £159 respectively are under consideration from June.

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Baby has multi-heart operation

By Our Health Services Correspondent

AN 11-month-old baby girl with a heart so malformed that doctors at first thought it was impossible to operate was recovering from one of the most complex operations ever attempted on a baby's heart last night.

Lauren Wooley, from Sittingbourne, Kent, was said to be making excellent progress in the intensive care unit of the Brompton Hospital, London, after four hours of intricate surgery.

To enable the operation to take place her body was cooled for a period to stop all circulation so that the operation could be done on a "bloodless subject."

Mr Christopher Lincoln, consultant cardiothoracic surgeon at the hospital, said Lauren was born with a unique combination of heart defects.

Major valves

Two major valves were malformed, the veins draining blood from her lungs were not connected to the heart as they should be, the artery that allows blood into the lungs was narrowed and there was a major hole in the heart—which itself was on the wrong side of the chest.

The operation involved the insertion of an artificial plastic artery to replace the narrowed artery and the re-attachment of veins draining blood from her lungs to her heart.

Another operation to close the hole in the heart and rebuild the two valves will probably have to be performed in six or eight years' time.

Mr Lincoln said that all these operations had been performed individually before but never in combination. The surgery was so intricate that he wore magnifying lenses over his normal glasses.

He said: "When I saw her this morning her condition was excellent. She is never going to run in the Olympic Games but she could now lead a normal non-athletic life."

Mrs Pamela Wooley, Lauren's mother, was at her bedside and a hospital spokesman said Lauren was expected to remain in hospital for a few weeks.

£3·25bn TAX CUTS PLEA BY THE CBI

By Our Business Correspondent

A £3·25 billion tax-cutting Budget to help improve the "will to work" and raise the income of the lower paid was urged yesterday by the Confederation of British Industry.

It wants personal allowances raised by 10 per cent, above the rate of inflation and estimates about a million would be taken out of the tax net.

The C B I feels that Mr Lawson, Chancellor, will still have around £2 billion available this year and £3·25 billion in a full year to achieve personal and business tax cuts despite current uncertainties.

10,000 jobs at risk

V A T on children's clothing will put 10,000 manufacturing jobs at risk, the British Clothing Industry Association has told Mr Lawson, Chancellor.

City Report—P21

13 HURT AS WIND HURLS JET 1,000ft

By Our Los Angeles Staff

A Pan American 747 jet from London to San Francisco was suddenly hit by severe turbulence and shot up 1,000 feet in about three seconds, injuring 13 aboard.

The aircraft was at 32,000ft over Greenland when a 10-knot wind abruptly increased to 100 knots and shifted 80 degrees, causing the "uncontrollable climb."

One American passenger who had been asleep across three seats was launched into the air and fell into an aisle severely spraining a leg.

Today's Weather

GENERAL SITUATION: Depression will move across N. Ireland and N. England.

LONDON, S.E., CENT. S. ENGLAND: Dry at first, sleet then rain in afternoon. Wind W., light, backing S., veering W., fresh. Max. 45F (7C).

E. ANGLIA, MIDLANDS, N.E. ENGLAND, N. WALES, S. SCOTLAND: Dry at first, snow, turning to rain later. Wind S., moderate, veering W. 45F (6C).

L., N.W. ENGLAND, N. IRELAND: Sleet or snow, turning to rain in places. Wind variable, moderate, becoming N.E. 39F (4C).

CHANNEL Is., S.W. ENGLAND, S. WALES: Outbreaks of rain, little hill snow at first, becoming drier. Wind S., moderate or fresh, veering W. 46F (5C).

S. NORTH SEA: Wind W., force 5 or 6-7. Sea moderate or rough.

STRAIT OF DOVER, ENG. CH. (E.), ST GEORGE'S CH., IRISH SEA: S.W., 5 or 6-7. Moderate or rough.

OUTLOOK: Rain or snow at first, widespread frost, cold.

Press baron's grandson, 19 in kidnap fear

By MICHAEL FARR in Bonn

SVEN AXEL SPRINGER, 19, grandson of Axel Springer, the millionaire West German publisher, was yesterday feared kidnapped, with a telephoned ranson demand of Dm15m (£4,500,000) having been made to his mother.

Sven was last seen on Sunday night dressed in pyjamas in his room at the Lyceum Alpinum School in Znoz, near St Moritz, Switzerland, police said yesterday.

They said his mother Rosemarie, who lives in Munich, received eight telephone calls on Tuesday in which Sven said in a recording: "I was kidnapped on Sunday night. No press, no police, or I will be killed."

The tape was played yesterday to officials at the Springer Press in Hamburg, where a spokesman refused to make a comment.

Axel Springer is the owner of West Germany's largest publishing group. The Springer empire includes the country's biggest tabloid daily, BILD, as well as the serious daily paper, DIE WELT. The Springer group,

Sven Axel Springer—kidnapped.

whose political position is firmly Right-wing, also publishes a string of weekly magazines.

The publishing group has 11,500 employees and made a profit of Dm36 million (£10 million) in 1983 on turnover of Dm2,400 million (£656 million). It is run from Hamburg and West Berlin.

Axel Springer, 72, who was said last night to be outside West Germany but "somewhere in Europe," has been married five times and has two sons.

The kidnapped youth is the son of Axel Springer Jr. who committed suicide in 1980.

Two detectives from Munich have been sent to Switzerland to join the kidnap investigation. Police last night had not established whether the kidnapping was the work of criminals or terrorists.

£ TAKES ANOTHER BEATING

By CLIFFORD GERMAN
Financial Correspondent

CENTRAL banks left the pound to the mercies of the foreign exchange market yesterday, and sterling slumped by more than 1 cent to its lowest closing level at 1·11¼.

Rumours that oil exporting countries planned to cut their oil prices by $2½ a barrel triggered heavy selling of sterling.

The oil exporting countries were quick to deny the rumour published in an English language paper in Saudi Arabia, but the pound did not recover.

Central banks, which sold up to $50 million to try to hold down the dollar on Tuesday following the meeting of finance ministers in Washington last week, made no attempt to interfere again yesterday, except for a token sale of $7 million by the German Bundesbank.

Interest rates in the London money market rose nervously with the key three-month rate in the inter-bank market rising by ·3/3 per cent. to 12·3/8 per cent.

Uncertainty spread to the stock market and profit-taking sent the Financial Times 30 share index back down 20·8 points from Tuesday's peak to 1005·7.

City—P21

LAWSON REJECTS ECONOMY U-TURN

Mr Lawson, Chancellor, last night flatly rejected calls for the Government to change its economic policy. He said increasing the money supply or Government spending would merely "trigger off another disastrous bout of inflation."

He told businessmen at Westminster that recovery lay in measures to "restore incentives to reduce the burden of taxes, encourage flexibility in pay and mobility of labour, and promote new businesses and the acquisition of new skills."

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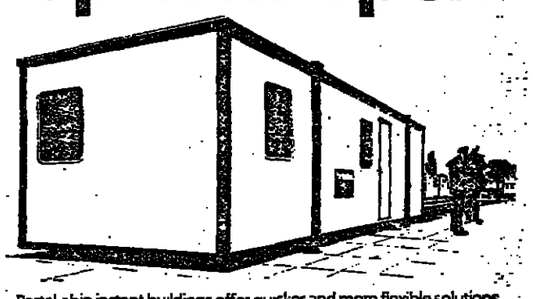

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HOPES OF PIT PEACE TALKS IN BALANCE

By JOHN RICHARDS Industrial Correspondent

HOPES that fresh peace talks in the 45-week pit strike can be called next week depend on the outcome of today's meeting in Sheffield of the 24-man miners' union executive.

The Coal Board is making no comment pending the meeting, but Mr Willis, T U C general secretary, said reports suggested that "positive points" had emerged in the informal talks between the N U M and the board on Monday.

He said: "In my judgment the talks on Monday and events since could just conceivably be a basis for talks, and then an honourable settlement, if everybody works at it, and it will need a great deal of hard work."

The T U C would stay in close touch with the N U M and would "continue to do all it can to facilitate the negotiations."

The "positive points," which he refused to enlarge upon, were for the evaluation and pursuit of the N U M executive. The "events since" included the N U M statement that it was prepared to enter talks "without pre-conditions."

Mr Willis refused to be drawn into any direct criticism of the Government for its alleged role in blocking the resumption of negotiations.

'Basis for settlement'

"I do not think all statements have been helpful," he said, "but I am continuing to urge all parties in this matter to assist with getting negotiations restarted."

His opinion was that the talks between Mr Ned Smith, Coal Board director of industrial relations, and Mr Peter Heathfield, N U M general secretary, "could lay a basis for a settlement." Mr Willis added: "I would, if I was either of the parties."

Mr Michael McGahey, N U M vice-president, said the union was "very anxious" to settle the dispute. "We have made all the offers. We have made it clear we want to negotiate. Hopefully, the Coal Board will respond."

Both the board and the Prime Minister stressed on Tuesday that the N U M must indicate it is prepared to drop its "impossible demand" that uneconomic pits are kept open before any fresh talks can take place.

The suspicion is that, despite the no conditions undertaking, the N U M will still hold to its original line that talks must take place within the context of Plan for Coal which, according to the union, does not allow pit closures on economic grounds.

Mr Scargill, union president, said again yesterday: "We have made it clear we are available to negotiate without preconditions."

He met leaders of the South Derbyshire Area in an attempt to prevent them joining Nottinghamshire miners in a potential break-away from the national union. After the meeting at Swadlincote, Mr Scargill said he had given "certain assurances" to the South Derbyshire men.

These were, he added, "pertinent and very central"; but Mr Ken Toon, area secretary, said a membership ballot seeking approval to introduce rule changes divorcing the South Derbyshire Area from the national union would still go ahead.

He said the area leadership would consider Mr Scargill's assurances before the ballot was held and would also wait to see what happened at today's executive.

It has been reported that the N U M leadership is prepared to modify proposals for revamping the area representation on the national executive which would have resulted in South Derbyshire and Leicestershire being among moderate areas which lost their seats.

The proposal now is understood to be that all areas with more than 1,000 members would maintain their representation.

Breakaway move ends in disarray

By JAMES O'BRIEN

WORKING miners "scarpered" from a meeting yesterday planned to form a Yorkshire committee to lead a breakaway from the National Union of Mineworkers.

They left the Central Town Club and Institute at Normanton, West Yorks, when they discovered that pickets were waiting in the bar where journalists had arrived for a Press conferenc.

Among those in the bar was Mr Harold Wadsworth, branch delegate from Kellingley Colliery, Castleford, who was "an unofficial observer" for the mineworkers' union.

A meeting was being held in a private room attended by between 30 and 40 representatives of working miners from pits in the Yorkshire area who are concerned at the handling of the pit strike by the union's leadership.

The meeting was inconclusive and there were no decisions taken to set up the committee.

End conference threat

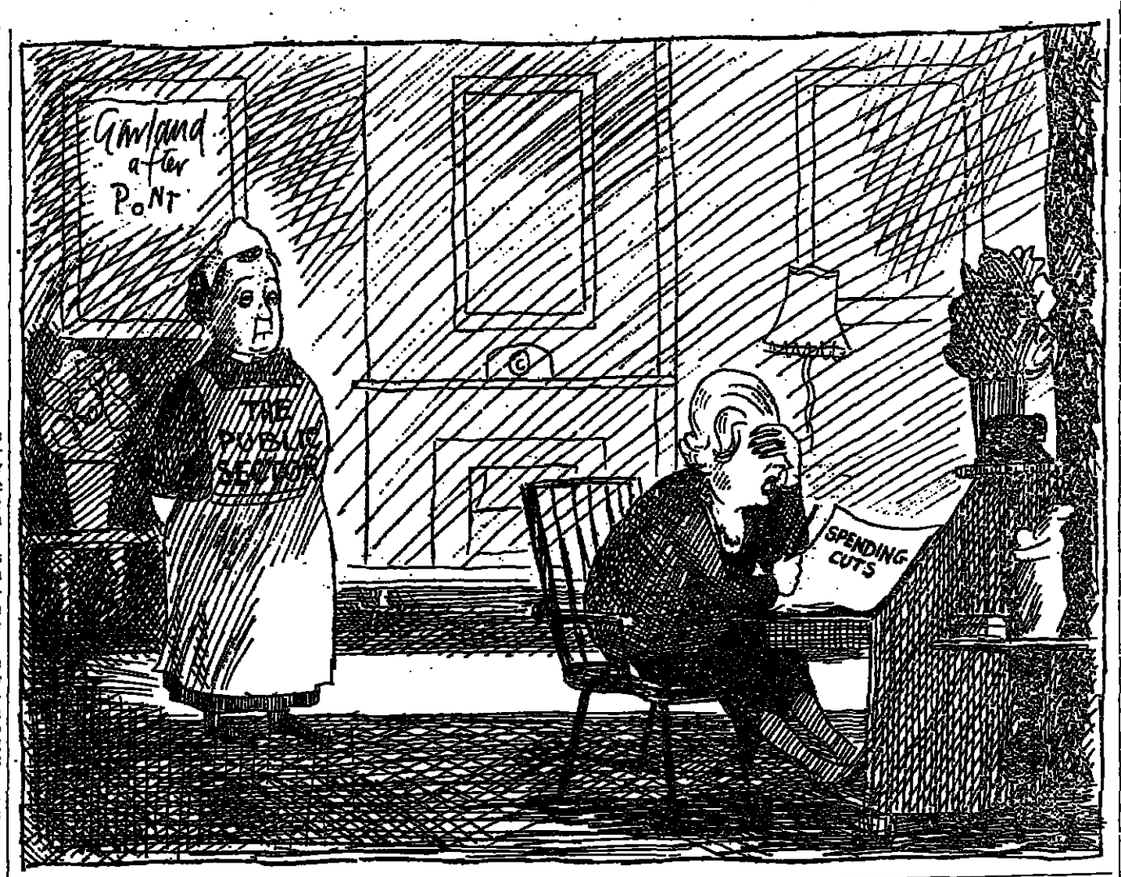
Mr Terence Hudson, a member of C O S A and the training officer at Stillingfleet Colliery in the Selby coalfield, North Yorks, Mr Charles Poynton, a surface welder, and Mr Terence Moore, an underground diesel engine driver, both working members at Allerton Bywater Colliery, near Castleford, emerged from the meetings.

Mr Hudson said if the pickets interrupted the Press conference it would be ended immediately and that questions about the situation in Nottinghamshire would not be answerd.

A picket shouted: "We're here that's why." Nottinghamshire N U M and its threatened expulsion from the national union was soon mentioned in question and brought answers to the annoyance of Mr Hudson who later disassociated himself from talk about "breakaways."

A requestab y another picket to unlock the doors to let their colleagues waiting outside into the club was refused.

Mr Poynton, looking at journalists and a battery of television cameras, said: "Unfortunately with all you lot here the men who intended coming into this room from the meeting have scarpered, taken flight and gone." They did not want to be identified as working miners.



THE BRITISH CHARACTER
ABSENCE OF IDEAS FOR MEALS

382 MORE RETURN

By Our Industrial Staff

ANOTHER 382 miners returned to work yesterday to take the total this week to 2,900, which is already higher than for the whole of last week.

The highest return to work came in Yorkshire, where there were 113 new faces

In South Wales there were still only 335 men working out of 19,600, but men clocked on for the first time at two pits in the region.

Seventeen went in at St John's colliery, Maesteg, Mid-Glamorgan, and three went in at the Coedely pit, near Llantrisant.

Since the start of the strike, more than 10,000 N U M members have left the industry on the following grounds:

Deceased, or retired through ill-health: 873
Retired early, or at 65: 462
Voluntary redundancy: 5,751
Other reasons, such as starting another job: 2,362
Dismissed: 643

The board estimates that 1,000 have been taken on over this period.

The 382 ex-strikers returning to work yesterday were in the following areas:

	New faces	Total at work	Total workforce
Yorks.	113	4,923	12,500
Western	28	11,513	14,200
N. Derbys.	57	6,431	10,000
S. Wales	27	335	19,600
Scotland	61	3,865	12,500
S. Midlands	—	8,101	8,558
N. East	95	5,329	20,200
Notts.	—	28,688	30,000
Kent	1	139	2,114

The workforce figures do not include employees at coal products plants or N C B workshops. So the total workforce aggregate is lower than the 187,300 total N U M membership employed by the Coal Board.

While some Coal Board areas give a "total at work" figure based on numbers clocking on over the previous 24-hours, others give the total not on strike, so the aggregate of this column does not equal the 77,000 N U M members the board says are defying the strike, because on any one day some are absent through sickness, rest-days, etc.

Jobs Minister studies Chatham controversy

By DAVID MILLWARD

LORD YOUNG, Minister without portfolio, with responsibility for job creation, arrived in Medway yesterday for evidence of the "North Kent economic miracle" where heavy job losses have been absorbed with only a marginal increase in unemployment.

His visit coincided with the arrival of the Sealink ferry St Christopher (7,400 tons) which provided a reminder of Chatham Dockyard's past and reopened a controversy in the area.

The dockyard closed in 1982 with the los of 7,000 jobs, but Thames Ship Repairers moved in and provides work for 250.

It says it has a full order book including the 18-day refit of the St Christopher, and if it was allowed to carry out shipbuilding, another 1,000 jobs could be created.

But English Estates, the Government agency now responsible for Chatham Dockyard, does not want the ship repairers to stay. The firm's lease expires in June.

Vision of future

English Estates believes the dockyard's future lies as a combination of housing, offices, light industry and leisure activities such as a marina and museums exploiting Chatham's history.

It is committed to spending £12 million over the next three years to get its plans underway and the overall development of the yard could cost up to £400 million.

Th eagency believes it could provide up to 5,000 jobs at the dockyard over th enext 10 to 15 years with its scheme.

Thames Ship Repairers enjoys considerable local support. Lord Young was met by Mr Adrian Gulvin, a Conservative member of Rochester city council who pleaded on the firm's behalf.

The Government is convinced that traditional heavy engineering jobs can be replaced by small companies working in light and service industries.

This is what has happened n North ent where three local authorities, Gravesham, Rochester and Gillingham, have joined together to launch the North Kent Enterprise Office.

The office forms part of an aggressive campaign to promote the area which, after 18 months, can boast considerable success. In May, 1983, when the campaign started, unemployment stodd at about 19,000 or 16 per cent.

The latest figures show unemployment at just over 20,000. But when Chatha m Dockyard closed, local economists feared that those jobs, other major industrial redundancies and 7,000 school-leavers could bring the dole queue up to 30,000.

SMALL FIRMS

Attack on 'red tape'

OUR POLITICAL STAFF writes: Lord Young is shortly expected to approve a package of new measures to help people set up their own small business.

The aim is to cut down the huge amount of red tape involved in setting up a small business. It is hoped that it will get full Cabinet backing before the March 19 Budget.

The main thrust of the proposals will be towards firms intending to employ less than about 20 people and it is hoped that an entrepreneur of such a new firm could be offered incentives to get started and create new jobs.

PETROL PRICE RISE SOUGHT

By Our Business Correspondent

OIL companies yesterday continued their efforts to prepare motorists for a rise in petrol prices as signs grew that a price war with cuts of 2p-3p a gallon is breaking out in some parts of the country.

Texaco said that an early rise of 5p a gallon on the current average four-star price of 189p is needed to cover increased costs resulting from the weakness of sterling against the dollar, the oil industry currency.

Some industry executives were blaming Esso, the second biggest retailer, for holding back the increase. One executive said: "We should be sharing the agony but Esso won't move."

Free market

Esso denied it was blocking any rise, and argued that an increase would not "stick" because there was cheaper petrol available in the free market.

Shell said it had no plans for an increase, but said a rise was "desperately needed." The company has started to introduce subsidies for some dealers because they are in danger of losing trade to cut-price competitors.

Price cuts which started in the north-west are spreading to other parts of the country. Prices have fallen by around 2p a gallon in parts of London.

VIDEO BOAR

By Our Agriculture Correspondent

A Japanese pig breeder has bought a boar from Britain after seeing a video of the animal filmed in its pen at Mr John Millard's farm at Caxton, Cambridgeshire, the National Pig Breeders' Association reported yesterday.

TUC to rethink refusal of ballot aid

By MAURICE WEAVER
Industrial Staff

THE T U C is to reconsider its policy of snubbing the Government's offer of grant-aid for trade union ballots, in view of the mounting challenge to its unity from influential manual unions which are prepared to take the money.

Mr Willis, T U C general secretary, said after yesterday's General Council meeting had discussed the issue that pressure for reassessment i certain to result in a major debate at Congress in September.

The General Council also produced a range of proposals for a special conference before that date to stem the widening rift in the movement between those who would take the money and those who regard it as a bribe.

The revolt, led by the Engineering union and the Electricians' union, is clearly eroding the T U C's wall of total non-cooperation with the Government's labour laws and the matter is due to come to a head within the next two weeks.

Millions at stake

The Government has set a Feb. 5 deadline for unions wishing to take the ballot money and get retrospective payments dated back to the 1980 Employment Act which the system was promulgated. Millions of pounds are at stake.

Mr Terry Duffy, the engineers' president, said after yesterday's General Council debate that his own national executive stood firm on its acceptance policy, and he was sure that the result of a poll of his one million members, to be announced on Tuesday, would overwhelmingly back that line.

The 365,000-strong electricians' union has also ratified its decision. Among other unions either committed or poised to join them are the small but influential British Air Line Pilots' Association and the 196,000-member Communication Workers' Union.

Final warning

The General Council yesterday gave the engineers and the electricians a final unequivocal warning that disciplinary procedures will be set in motion from the day that they accept the money. Voting was 28-11.

A suggestion that unions should be allowed to take the money but "freeze" it until the whole question has been reconsidered, was raised but apparently given short shrift.

In taking such a hard-line approach the General Council was secure in the knowledge that the process of investigation, consultation and appeal must mean many months will go by before disciplinary "sentences" could be imposed.

That will give time for the dilemma to be examined and there will be strong pressure on the T U C's "inner cabinet," its Finance and General Purposes Committee, to recommend a spring conference, some have even suggested a recalled Congress, to do just that.

NUM 'ignored members' violence'

THE MINERS' union was accused yesterday in the High Court of being more concerned with the safety of pickets than with the victims of picket line violence.

The claim was made during the hearing of an action by 20 working South Wales miners for an injunction outlawing mass picketing and banning their area leaders from funding unlawful picketing.

Mr LOUIS BLOM-COOPER, Q C, for the men, said the N U M, both at a national and local level, had taken no steps to comply with legal limits on the number of pickets.

Official union minutes showed its only reaction to picket line violence was to recommend protective clothing and safety helmets to protect pickets from "police brutality."

The 20 pitmen are suing their area union, its leaders, the leadership of the national union including Mr ARTHUR SCARGILL, the national union itself and the entire membership of the national strike co-ordinating committee. The action is being defended by the union.

Mr Blom-Cooper said picketing in South Wales had been "organised and orchestrated by the union." Its minutes showed no recognition by its leader of the "inevitable consequences of mass picketing—violence, intimidation, abuse and threatening language.

Despite an order in August last year sequestrating the area union's assets, it had continued to spend £25,000 a week in payment to pickets.

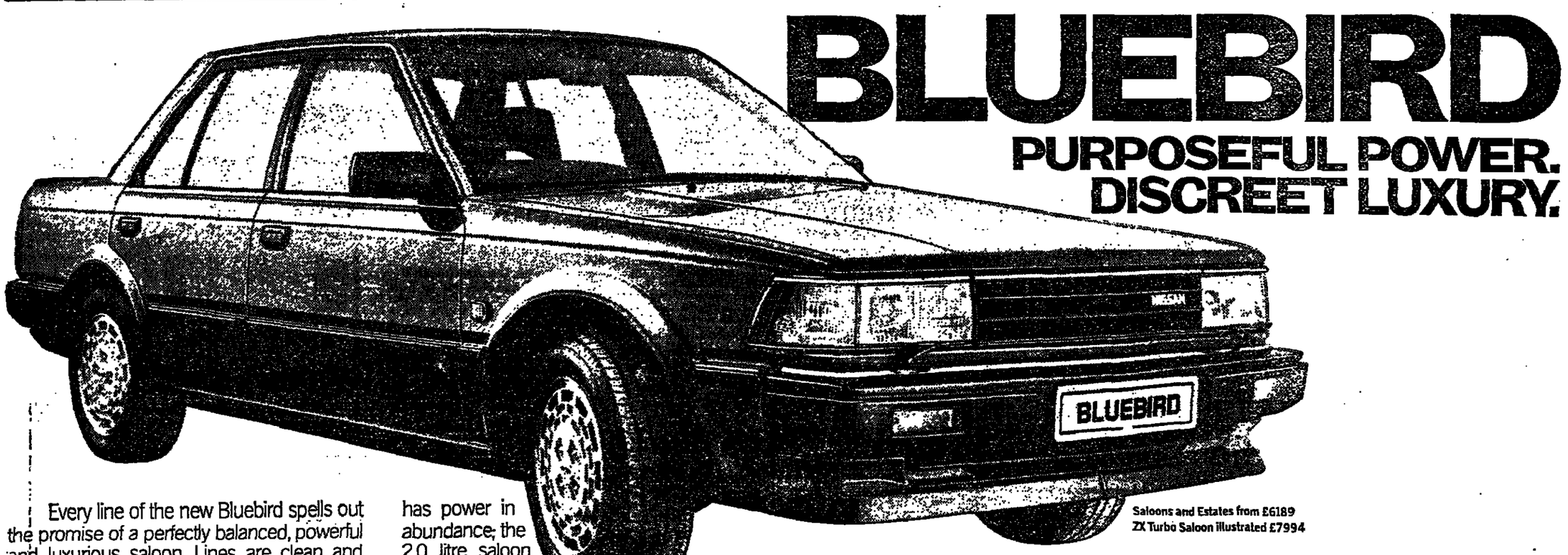
Mr GEORGE REES, secretary of the South Wales N U M, in a sworn statement, said it was "absur to suggest that the union had encouraged or incited or bribed by paying expenses to men to demonstrate."

He said the assumption seemed to be, that striking miners, who had put up with the hardship of staying out of work for months to protect their future, their jobs and their communities, and who were angry when a fellow member broke ranks and returned to work, did not wish to demonstrate their feelings spontaneously.

"We cannot control the spontaneous overflow of feelings from the men in these circumstances," he said. Since the sequestration of the South Wales union funds the union had survived on the generosity of the public.

Mr Rees went on to challenge th eworking miners' assertion that there was a legal limit of six on the number of pickets allowed at each pit. "They are asking the court to legislate where Parliament has refused to do so," he said.

The hearing was adjourned until today.



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SUSPICIOUS WIFE MADE HOUSE A 'FORT KNOX'

A WOMAN who suspected her husband of taking tea, semolina, and other items from the pantry and tampering with her clothes in the wardrobe had locks fitted to all the doors in their 14-room home and described it as "like Fort Knox."

Seven years ago Mrs GAY DIGBY put a stop to sexual intercourse with her husband Gerald because she had an allergy and feared she would develop a rash, said Judge HUNTER yesterday in the High Court Family Division.

But Mrs Digby, 51, claimed her husband was "abusive, unpleasant, surly and churlish" and asked for a divorce because of his unreasonable behaviour.

Judge Hunter, dismissing the petition, said Mr Digby, 50, a company director, was a man of "outstanding forbearance" who had shown "patience and sympathy for this woman and still wanted to keep the marriage alive."

On the other hand, the wife was "a rather cold, utterly self-centered and somewhat neurotic woman."

The judge said he believed the husband's version of events and described the "manifold groundless suspicions of this woman which this husband has had to contend with."

The couple have been married 27 years and have a grown-up son. They live in a £170,000 house in Foxley Lane, Purley, Surrey.

Hidden keys

The judge said Mrs Digby locked all the doors in the house when she went out. Once when the husband came home it took him two hours to find one of the keys because she kept changing the hiding places.

She was suspicious about his business life and the way he ran his three companies in the building trade. But when he tried to talk to her she did not listen. "Her closed mind will not permit her to hear anything she does not wish," said the judge.

There were occasions when Mr Digby lost his temper, once kicking a hole in the bathroom door, pulling the wires out of the telephone, and slapping his wife.

"Whatever the husband did the wife brought it on her own head," said the judge.

"It would be contrary to common sense, human sense and justice if I were to find this patient, kindly man has behaved in such a way that this wife cannot reasonably be expected to live with him," he said.

Mr Digby said after the hearing: "I still want my wife and will be doing everything to get us back together."

MOTHER AND TWINS MUST QUIT HOME

A WOMAN accused of marrying to provide a home for her two children was ordered out of the house by two Appeal Court judges yesterday.

Lord Justice PURCHAS sitting with Lord Justice ACKNER dismissed an appeal by Mrs MARY GADD who was told to leave her husband Gerald's home at Raeburn Avenue, Surbiton, Surrey, by Judge Mark Smith at Reigate County Court last October.

The couple married in December, 1982, and Mrs Gadd moved into the house with her 12-year-old twins from a previous relationship.

But they only lived together for just over a year before the husband was "obliged to leave the home" because of differences between them.

Divorce proceedings

He began divorce proceedings and applied to the court to get her out of the home where he had lived for 19 years.

In ordering the wife to leave the home the county court judge found that her object in marrying him was "to get into the husband's house with her two children," said Lord Justice PURCHAS.

He added that in his judgment the judge had ample evidence on which to make that finding and he found himself unable to say he had erred in law in deciding that it would be a "gross injustice if she were allowed to do so."

She was given 28 days to go.

FOOD EXPERT DIES

By Our New York Staff

James Beard, author of numerous best-selling cookbooks who was regarded by many as America's leading food expert, died of a heart attack yesterday at a New York hospital. He was 81.

Other Obituaries—P16

Mrs Gay Digby who locked up the larder and barred all sex, said a divorce court judge yesterday, and her husband Gerald (right) "a patient and kindly man of outstanding forbearance."

'Horrifying' scenes at FA Cup tie

FOOTBALL fans supporting non-league Bognor Regis were involved in "horrifying" scenes when their team played an FA Cup tie at Swansea, Sgt ALUN LLOYD told Swansea magistrates yesterday.

He described the violence as the worst he had seen in 25 years on the force. Dog handlers sent into the crowd were beaten and kicked, their dogs were attacked, and one was even picked up and thrown into the air.

Mr DAVID EVANS, prosecuting, said that about 1,000 Bognor fans were segregated from Swansea supporters at the Vetch Field on Nov. 17 last year. In addition to the dog handlers only five policemen were on duty.

The visiting supporters kicked and punched the officers, threw beer cans and coins and spat at them.

Two dog handlers and their dogs tried to make their way into the crowd from the pitch. But both the handlers and the dogs were kicked.

The situation became so ugly that the five officers had to charge into the crowd to rescue their colleagues.

Pushed over

Sgt Lloyd said he saw RICHARD WILLIAM RAYNER, 18, of Yapton, near Bognor, run to a fence separating the rival supporters and spit towards the Swansea fans. Then he took what looked like a coin out of his pocket and threw it at them.

Rayner denied a charge of using threatening, abusive or insulting words. He was convicted, fined £75 and ordered to pay £50 costs.

He said he was pushed over when the officers rushed into the crowd to rescue the dog handlers. He was immediately arrested and could not understand why.

NICHOLAS JAMES WYATT, 18, of Mansfield Road, Bognor, denied a similar charge. The prosecution offered no evidence after Wyatt agreed to be bound over to be of good behaviour for 12 months in the sum of £100.

WOMAN, 64, PAID OUT £11,350 FOR 2 DAYS' WORK

Miss Millicent Powell, 64, paid out £11,350, almost her life savings, to a contractor who spent two days re-laying a drive, tidying paths, lopping trees and demolishing two sheds, Mr Richard Jenkins, prosecuting, told Oxford Crown Court yesterday.

Miss Powell, of Grove, Oxfordshire, paid out a further £739 to have shoddy work put right. Mr Jenkins said a builder had estimated that the work done should have cost £624.

Michael Joyce, 26, of Slade Park, Oxford, denied obtaining money by deception. Mr Nicholas Brown, defending, said the culprit was Joyce's uncle, of the same name, who was now in Ireland. The case was adjourned until today.

DISPUTE HALTS ROYAL VISIT

The Prince and Princess of Wales have had to cancel a visit to see Sir Clive Sinclair's new C5 minicar because of an industrial dispute.

The £399 car is being produced at the Hoover plant at Merthyr Tydfil, South Wales, where workers plan a one-day walk-out on Jan. 29, the day of the proposed visit, over a pay row.

SINCLAIR DECREE

Lady Sinclair, 52, wife of Sir Clive Sinclair, 44, the computer millionaire, was granted a decree nisi on their 22-year marriage in an undefended action at the London Divorce Court yesterday. Her husband admitted adultery with an unnamed woman.

FORGERY ERROR LED TO FINE

Gaspare Cammelleri, 24, a pasta maker of North Road, Holloway, was fined £270 by Clerkenwell magistrates yesterday for illegally using a forged driver's licence.

He had sent it to the D V L C in Swansea to get it renewed. He was caught out because the forger had spelt the word "licence" wrongly with an "s."

'One hotel for Cabinet' policy defended

By T. A. SANDROCK Crime Correspondent

PUBLIC criticism over accommodating the Prime Minister and some Cabinet members in one hotel, which followed the Brighton bombing, was answered yesterday by Mr Roger Birch, Chief Constable of Sussex.

He said that dispersal would increase the threat and make security more difficult.

In a report to his police authority, Mr Birch said that police involvement in protecting, on a day and night basis, 12 persons who were not housed at the Grand Hotel but whose threat assessment justified full-time protection, would take considerable manpower.

No fewer than 28 Metropolitan Police protection officers and 73 Sussex officers were exclusively engaged on this task for one week.

Greater risk

Where V I Ps were dispersed and needed to travel daily to one centre, their risk of exposure to attack in the course of travelling was increased.

Commenting on the inquiry report into Sussex police security operations for the Conservative party conference in October, when the Grand Hotel was bombed, Mr Birch said that Mr John Hoddinott, Deputy Chief Constable of Hampshire, who conducted the inquiry, had rejected suggestions that not to have searched the hotel thoroughly was a breach of security.

To completely "sterilise" the hotel would have taken 20 search teams, each of three specially trained officers working about 14 days on an eight-hour shift. This assumed uninterrupted progress.

Inadequate search

Including officers for cordon work, total manpower requirement for such an operation was estimated at 218 officers per 24 hours. The salary costs alone would have been in the region of £128,184, plus subsistence and other ancillary expenditure.

Answering criticisms about the inadequate search of the first floor, Mr Birch said Mrs Thatcher's room was searched by police officer and dogs trained to detect explosives. This was also done for the Foreign Secretary's room, but not the Home Secretary's.

This resulted from imprecise written and verbal communication, aggravated by the involvement of more than one specialist unit with some overlapping responsibilities.

DRIVER ON 108 CHARGES WAS 'UPSET'

A DRIVER was taken off the road yesterday after admitting a 17-page list of motoring offences. He faced 108 summonses altogether, and pleaded guilty to 74 of them.

South Wales police pulled up Patrick Goldsmith, of Cefn Glas, Bridgend, 16 times in under three months in South Wales last autumn, Bridgend magistrates heard.

Goldsmith, 25, unemployed, of Bridgend, admitted charges of having no insurance, driving licence or M o T test-certificate, as well as having defective tyres, brakes and lights. He also pleaded guilty to fraudulently using a tax disc which he swapped over from his two cars.

The court spent 30 minutes working through the list of the summonses as Goldsmith's solicitor, Mr ROY SNAPE, gave the plea to each charge.

"I am not for a moment suggesting he is a nut-case, although you might, after looking at the long list of offences, think they were the actions of a madman," he said.

At the time of the offences Goldsmith had been upset about the death of his grandmother, who had brought him up. He had not appreciated the seriousness of all the motoring summonses.

The case was adjourned until Feb. 20 for social and medical reports. Goldsmith was given bail on condition he did not drive any vehicle and reported to police three times a week.

£40 SNAKE AID

Carol Ross, 19, of Arnside, Stapleford, Nottinghamshire, is to receive £40-a-week from the Manpower Services Commission Enterprise Allowance Scheme for a year while building up her business of breeding snakes. She has seven snakes at present and is helped by her fiancee whose job is a singing Tarzan.

£340,000 for boy damaged during birth

A 10-YEAR-OLD boy, brain-damaged and severely disabled after asphyxiation at birth at a maternity hospital, was awarded £340,000 agreed damages in the High Court in London yesterday.

Despite SUNIL KRISHNAMURTHY's plight, he is intelligent and "knows what he is missing and what he cannot do," his counsel, Mrs MARGARET PUXON, Q C, told the court.

He suffers from atheroid cerebral palsy and has no power over his limbs, which are paralysed, said Mrs Puxon.

He can neither hold up his head nor control his mouth and cannot speak, except to grunt.

Through his father, Mr VENKATRAMAN KRISHNAMURTHY, an engineer, of Colyton Way, Purley, Berks, Sunil had sued the East Anglian Health Authority, alleging medical negligence at Mill Hill Road Hospital, Cambridge.

Parents praised

After a nine-day hearing last June, the health authority admitted liability and judgment was entered for Sunil for damages to be assessed if not agreed.

Judge RUSSELL praised Mr Krishnamurthy and his wife, Shanta, yesterday for the way they had cared for their son.

Mrs Puxon told the judge that, when Sunil was born after a prolonged labour, he was just alive and severely asphyxiated. He did not breathe for 14 to 16 minutes.

She went on: "Sunil's mother was in labour for 21 hours and a Caesarian section was performed. It was alleged that the medical team allowed her to remain in obstructed labour for too long."

Outside court, Mr Krishnamurthy said: "Sunil is a very happy boy. Everyone likes him. He is progressing very well and is starting to use a computer."

BOY OUT OF COMA

David Bayliss, 14, from Llantumney, Cardiff, has come out of a coma 10 days after being injured on a railway line, said a spokesman at the University Hospital of Wales. His condition was still critical last night, but he has been taken off a life support machine.

Love affair led to suicide by MP's son

JAMES TAPSELL, 18, son of Sir PETER TAPSELL, the Tory M P, killed himself because of a failed love affair, and the pressure of examinations, an inquest at Horncastle, Lincolnshire, was told yesterday.

The former Harrow schoolboy left a suicide note saying: "To my family. I am sorry for I cannot go on without her. Be kind to her. I love her and will be watching her."

The boy's body was found in his fume-filled Mini at his family home, Roughton Hall, Woodhall Spa, Lincolnshire, last Friday night.

Sir Peter, M P for East Lindsey, said: "It seems to me the tragedy must have been caused by the pains of first love coming at the time of examinations.

James had spent the week before his death at the family's London flat with them. When he joined his father for the train journey to the constituency, he told him he did not think the exam he had taken that morning "had gone very well."

Sir Peter later went to a constituency function and returned home with his French wife Gabrielle at about 11.30.

In the garage they found James' body in the back of the car. A hose pipe led from the exhaust into the vehicle

A post mortem showed that his death was due to carbon monoxide poisoning.

Mr IAN MITCHELL-SMITH, the Spilsby Coroner, said: "Eighteen is an age in which everything is so black and white. A minor setback can seem like the end of the world. It is a very emotional age. I have no alternative but to find that James Tapsell killed himself."

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U.N. FLY FOOD DIRECT TO REFUGEE CAMP

By JAMES MacMANUS Diplomatic Staff

A UNITED NATIONS airlift has been launched to fly emergency supplies direct to the Sudanese-Ethiopian border where 200,000 Ethiopians have gathered in search of food.

Two Boeing 707 jets have been chartered to carry £900,000 worth of food aid from Amsterdam to the town of Kassala in the next week.

The town is close to one of three refugee camps for Ethiopians who have been fleeing drought and civil war in the provinces of Eritrea and Tigre.

The airlift, which began on Sunday, has been organised by the United Nations High Commission for Refugees after its office in the Sudanese capital of Khartoum said that the situation on the eastern border was reaching disaster proportions.

But UN officials in Geneva stressed yesterday that the airlift of 320 tons of urgently required foodstuffs for the most vulnerable of the famine victims, mostly children, would do little to meet the minimum demand of 5,000 tons a month for the Ethiopian refugees alone.

Mr Michael Barton, the High Commission's spokesman in Geneva, said yesterday: "The numbers of Ethiopians reaching Sudan is rising every day and the brutal fact is that there is not enough food to keep them all alive."

Cholera outbreak

There are now at least 1,050,000 refugees in Sudan made up of 680,000 Ethiopians, 250,000 Ugandans and 120,000 Chadians.

Oxfam has started to fly supplies direct to Kassala. A plane carrying 34 tonnes of high-energy biscuits landed there on Tuesday.

On Sunday the British charity will fly a team of water engineers and drilling equipment to the Kassala and Gedaref border camps to provide sanitation and water for the refugees.

Lack of sanitation has been blamed for an outbreak of cholera in Ethiopia which is killing as many as 60 refugees a day in a famine camp at Harbo in Wollo province 150 miles north-east of Addis Ababa.

There are no reports that the disease has spread to any other of the country's 200 relief centres.

TOP RUSSIAN TRADE TEAM TOURS RUHR

By MICHAEL FARR in Bonn

A HIGH-LEVEL Russian trade delegation yesterday toured North-Rhine Westphalia, West Germany's most populated state which takes in the industrial heartland of the Ruhr.

The programme included visits to Thyssen, Mannesmann and Bayer, the steel and industrial giants, which are hoping to win a share of £5,700 million of orders that Moscow is expected to place in the West under its new Five-Year Plan, which begins next year.

The delegation is travelling around West Germany for the rest of this week after twodays of trade talks in Bonn where both sides agreed to develop economic relations further.

Biggest partner

West Germany is already Russia's biggest trading partner in the West, though a long-standing trade surplus in Bonn's favour has recently been turned to a deficit.

Since new American nuclear missiles began being deployed in West Germany, Moscow has deliberately let relations with Bonn lie fallow, but West German officials were hoping that the new round of trade talks marked part of a general thaw in East-West relations.

SECRET DIRECTORY

Target for spies

West Germany has acquired a secret Russian directory which outlines information on Western technology which Russian agents should seek, according to a Bonn Interior Ministry report.

The red book, similar in appearance to a telephone directory, is entitled "Co-ordinated Demands for Technological Information Tasks." It is believed to be stored under lock and key in Russian diplomatic and trade missions, but is understood to have been obtained by West German counter-intelligence.

MANILA MURDER CHARGE FOR MILITARY CHIEF

Gen Fabian Ver, 55, the Philippines military chief, two other generals and 25 men were charged yesterday in connection with the murder of Benigno Aquino, 17 months after the former Opposition leader was killed at Manila airport.

Ver and eight others were charged as accessories, and 17 more as the principal accused.

Ver, a confidant of President Marcos, and the others were also charged in connection with the killing of Rolando Galman, the man the military said killed Aquino. Galman was shot moments after Aquino was murdered.—Reuter.

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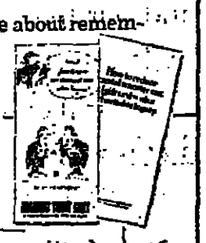

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A technician examining icicles at Cape Canaveral, Florida, where the launch of the military space shuttlee Discovery was delayed for 24 hours yesterday after three consecutive nights of freezing temperatures.

Arms freeze 'sacrifice' for Reagan

By FRANK TAYLOR in Washington

LEADING members of Congress issued warnings yesterday that unless President Reagan agreed to freeze defence spending, his proposals for tackling the budget deficit could collapse.

Senator Bob Packwood, chairman of the Senate Finance Committee, said there had to be "a sense of shared sacrifice, and defence has to be part of it."

Mr Packwood's comment was prompted by reports that many of his fellow Republicans in the Senate were beginning to realise that Mr Reagan would never agree to a defence freeze.

Senator Barry Goldwater said: "I don't think the freeze is going through."

Last month, Mr Reagan and Mr Weinberger, Defence Secretary, agreed that the proposed increase in 1986 of $30 billion (£27 billion) could be reduced by about $8 billion (£7 billion).

But they refused to consider freezing the military budget at the present level of $284 billion (£252 billion).

An across-the-board freeze on Government spending, excluding defence and social security, is the centrepiece of Mr Reagan's draft budget for Congress early next month.

He is seeking urgently ways of cutting into the huge Federal deficits, which are projected beyond $200 billion (£178 billion) in the coming years.

Reform of tax

The warnings that Mr Reagan must reconsider a freeze on defence outlays came as the Senate Finance Committee questioned Mr James Baker, the former White House Chief of Staff, on his appointment as Treasury Secretary.

Mr Baker told the committee that Mr Reagan had approved budget cuts so far of about $40 billion (£35·5 billion). A further $10 billion (£8·8 billion) would be sought with Congressional participation.

Mr Baker said that there should be a freeze on some programmes, while others would be eliminated completely. He also emphasised that reform of the tax system should be given equal importance.

Dealing with the concern over trade, Mr Baker said that an overriding aim was to avoid a return to the days of protectionism.

Senator Bill Bradley asked him why, in that case, he supported the recent steel import restrictions, duty on imported motor-cycles, and tougher rules for textile imports.

Mr Baker said all of those measures were to counteract unfair trade practices such as dumping and foreign government subsidies.

U.S. price rises held at 4p.c.

By DAVID SHEARS in Washington

CONSUMER prices in the United States rose in 1984 by exactly four per cent., the third year in a row that the inflation rate has been held to a low level.

As recently as 1979 and 1980, the consumer inflation rate was running at around 12-13 per cent.

The startling reduction under the Reagan presidency has been aided by falling oil prices and the strong dollar, which forced domestic producers to hold down prices to compete with cheapened imports.

A surge in growth during the final quarter brought the total increase in the gross national product over the year to 6·8 per cent., the biggest one-year gain since 1951.

Mr Larry Speakes, White House spokesman, boasted: "Inflation at the check-out counter remains low and under control."

Further encouragement came from the money markets, where Treasury bill interest rates fell on Tuesday to their lowest level in two years.

Declining interest rates, low inflation and steady economic growth prompted Wall Street's 34-point boom in share prices on Monday, the day of President eRagan's second inauguration.

Wall Street—P21

30 slip police net in Indian spy swoop

By BALRAM TANDON in New Delhi

INTELLIGENCE and police officials who claim to have cracked one of the biggest spy networks in Indian history were reported yesterday to have failed to track down all the wanted men.

The Press Trust of India, quoting "highly reliable" sources, said that at least 30 people—most of them clerks and personal assistants to senior officials—were missing.

It seems the wide publicity given to cracking the spy ring by Mr Rajiv Gandhi, Prime Minister, last Friday had afforded time for most of those wanted by the police to escape.

When police parties swooped on the homes of the wanted men, they found the doors of their houses locked.

Reports in New Delhi claim at least 1,500 people have been questioned, but the Indian Foreign Ministry categorically denied reports that any of its staff were involved in the spy scandal.

Until Tuesday only nine people had been brought before magistrates and remanded, although Indian news agencies put the number of those being held for questioning at between 50 and 80.

One strange aspect of the case to emerge so far is that most of those involved were at the lower levels of government — clerks and personal assistants.

Two of those produced in the magistrates' court on Tuesday were only upper division clerks. Press Trust of India acknowledged yesterday that most of those reported missing were clerks, stenographers, and personal assistants.

One report said the Indian businessman wh owas the kingpin in the spy network entertained his informants and friends from the diplomatic circle at the Delhi Gymkhana Club.

Mrs Ram Dulari Sinha, Minister of State for Home Affairs, disclosed yesterday that 2,717 were killed during the riots in northern India following the assassination of Mrs Gandhi. The toll was heaviest in Delhi where at least 2,146 died.

Defence visit heralds Delhi diplomatic thaw

By DAVID ADAMSON Diplomatic Correspondent

A VISIT to New Delhi this month by Sir James Blyth, Head of Defence Sales at the Ministry of Defence, is regarded in London as the strongest sign yet that the Indian government has ended the chill it imposed on relations with Britain.

After weeks of silence during which visits by Mr Heseltine, Defence Secretary, and Mr Norman Lamont, Industry Minister, were postponed, Indian defence officials told Sir James only last week that they looked forward to seeing him.

A freeze on government-level trade and defence negotiations with Britain was imposed by New Delhi as a sign of extreme displeasure over the activities of Sikh militants in Britain.

The official reason given for the postponement of the ministerial visits was that Mr Rajiv Gandhi's new government was too busy settling in after the end-of-year elections.

Curbs on Sikhs

Last week Sir Robert Wade-Gery, British High Commissioner in New Delhi, was told by a senior official that Mr Gandhi wanted good, normal relations. It is expected that fresh dates for the ministerial visits will be announced shortly.

However, Indian officials in that enough has been done to London are still not satisfied restrict the activities of Sikh nationalists such as Dr Jagjit Singh Chauhan, president of the so-called Republic of Khalistan, whose offices are in Notting Hill.

The Indians fear that agitation and violent language of the sort that preceded the murder of Mrs Gandhi has only temporarily been toned down. They fear relations could quickly become strained again.

Dr Chauhan is still active. Last week he warned moderate Sikh leaders in India of "very serious consequences if any opportunistic and short-term agreement is reached with the Indian government."

As a result of the underlying tension, the situation could still pose a serious threat to the prospects for Britain winning major defence contracts, in particular one worth more than £700 million for a 155mm gun for the Indian Army. A British-led consortium is a strong contender for the contract.

DEMONSTRATOR HIT

A man was seriously injured when he was hit in the face yesterday by a rubber bullet during a clash between police and 500 construction workers demonstrating against job losses outside the Basque regional parliament.—Reuter.

'ATTEMPT TO KILL POPE' THWARTED

By ROBIN GEDYE in Warsaw

A POLISH Interior Ministry general claimed yesterday that his officers prevented what might have been a possible attempt to assassinate the Pope during his visit to Poland last summer.

General Zenon Platek told the court at the trial of four policemen accused in the murder of Father Jerzy Popieluszko, a pro-Solidarity priest, that his men had confiscated arms and explosives from several people who had attempted to infiltrate the crowds during the Pope's 12-day tour of Poland.

But a Polish government spokesman, commenting on evidence submitted by General Platek, denied that there had been any assassination attempts.

Speaking of security problems during the papal visit Gen. Platek said: "We had reason to believe that there might have been a coup attempt against the Pope."

It appeared to observers that he may have been attempting to prove the zeal of the officers under his charge and refute suggestions that he had failed to exercise proper control over his men.

He was dismissed from his post as head of the Interior Ministry's department charged with monitoring church affairs at the start of investigations into the death of Father Popieluszko.

FRANCE EXPELS POLISH ENVOY

By Our Staff Correspondent in Paris

Mr Stanislaw Janczak, 33, third secretary in charge of protocol at the Polish Embassy in Paris, has been declared persona non grata and expelled from France.

Sources close to the French counter-intelligence agency said Janczak was arrested on January 7 in a Paris street after he had met a Polish immigrant who had handed him some documents. These apparently concerned the Solidarity trade union's Paris co-ordinating committee.

UPROAR IN FRENCH ASSEMBLY

By MICHAEL FIELD in Paris

A SPECIAL session of the French National Assembly had to be suspended briefly last night after objections were raised to the presence in the visitors' Gallery of Mr Jean-Marie Tjibaou, the pro-independence Melanesian leader.

The Deputies had been summoned to debate a government motion extending the state of emergency in New Caledonia to June 30.

However the tension was evident from the outset when M. Claude Labbe, leader of the neo-Gaullist (R P R) Opposion, objected to the presence in the Visitors' Gallery of M. Tjibaou.

The presence of a man who had taken up a position outside the Republic and its laws was "intolerable," said M. Labbe. "We refuse to sit in such conditions."

Cries of 'racialist'

Cries of "racialist" came at once from the Communist benches and protests from all over the House.

M. Tjibaou, leader of the Kanak Socialist Liberation Front and head of its self-styled pprovisional government of Kanay, left the Assembly, saying only "I did not realise our presence was so important."

The session was suspended for five minutes after the incident.

The neo-Gaullists and the Communists have said already that they will vote against prolonging the emergency, although each for different reasons. The Giscardians will abstain.

In Noumea, capital of the troubled French territory, M. Edgar Pisani, government delegate, stressed again the need of continuing the emergency to stop the "vertigo of violence" after more acts or sabotage were reported yesterday morning.

The sabotage, at the Kouaoua mine, is the second attack on New Caledonia's main wealth within a few days. It defies President Mitterrand's wish to stimulate flagging economic activity in the island by reopening nickel mines closed in recent weeks.

M. Pisani said, in a broadcast over the French Overseas Radio in Noumea, that the destruction at Kouaoua Mine would not paralyse mining activity. A plan was already operating to restart production.

Last week seven 45-ton lorries and other equipment were destroyed at one of th eThio mines and yesterday morning, employees of the Societe le Nickel (S L N), the island's biggest produced, found 90 per cent. of their vehicles sabotaged.

'Work of commandos'

M. Jacques Barisain, managing director of S L N, said the sabotage was the work "of a well-organised commando that knew the place and the equipment."

M. Pisani said it would be premature to blame the destruction at the two mines on the same people. The methods were different.

The Thio affair was generally thought to be the work of Right-wing Caldoche extremists, and the F L N K S (liberation front) has denied all part in it.

By last night, however, the Kanak military group had made no comment on the Kouaoua affair, saying it needed to check further.

Meanwhile in a radio interview yesterday, M. Tjibaou said he was in favour of "collecting up the guns" in the island, and that his group were "in favour of dialogue. We are men of peace."

But the French Press was shrill in its denuciation of the Melanesian leader's determination to fight for independence.

NATO GENERALS MEET IN SECRET

A secret meeting of 150 senior Nato generals has been held in Copenhagen over the past two days to discuss national defence plans and their integration into the common Nato overall defence.

The meeting was not made public until it was almost over for fear of a terrorist attack which, if successful, would have deprived Nato countries of their most senior officers.

Little hope for end to tension over Falkland Islands

By TONY ALLEN-MILLS in Buenos Aires

ARGENTINA'S continuing readiness to turn every minor disagreement with Britain into a major mud-slinging row holds out little hope that any progress will be made on the Falklands question in 1985, according to diplomatic and political sources in Buenos Aires.

British officials believe there is still room to manœuvre if only Argentina was prepared to tackle one problem at a time and not insist on linking even the most bureaucratic detail to the sovereignty issue.

It would be of advantage to both sides, for example, to reach agreement on the absurd and petty delays in granting visas.

The lifting of trade embargoes and financial restrictions could also be concluded with minimum political fuss.

But Argentine officialdom has failed to grasp the nettle. Policy statements emanating from the Foreign Ministry are confused and often conflicting. The impression left on neutral observers is that no one really knows what the official policy is and no-one is prepared to stick their neck out.

Senor Dante Caputo, the Foreign Minister, has at times seemed receptive to rationalisation of Anglo-Argentine contacts, but after the row over oil prospecting, for example, there were Right-wing calls for his resignation on the grounds that he had "betrayed the motherland." Within hours, the Foreign Ministry was spewing out statements of anti-British abuse.

Prospecting rights

The year has already got off to a hostile and unpromising start, with official Argentine complaints, and a few well-chosen insults about Mrs Thatcher's Christmas message to the Falkland Islanders.

There was also an extraordinary fuss over the discovery in Buenos Airfes, six months after the pact, that a small British oil company had been granted prospecting rights in the Falklands.

Although the deal was announced in the House of Commons last July, it seemed that Argentine officials only learned of it after Christmas. The ensuing row was so deliberately stage-managed by sections of the Argentine Foreign Ministry that diplomats and other observers see nothing but trouble ahead this year.

Most sources here agreed that the ignominious collapse of the Berne talks between British and Argentine officials last year effectively torpedoed hopes of serious bilateral negotiations for the indefinite future.

Only the highly-unlikely prospect of an about-face by Mrs Thatcher, or an equally improbable reverse on the sovereignty issue by the Argentines, would improve the climate for talks.

What worries diplomats most is that in the coming year of economic crisis, President Alfonsin will be tempted to adopt what might be described as the "Galtieri gambit" and seek confrontation with Britain to distract attention from his domestic problems.

In Mr Alfonsin's case, this would certainly not amount to military aggression. But he could easily keep up a barrage of complaints in the United Nations and elsewhere about colonialist oppression, fishing rights, oil prospecting, Antarctic exploration and anything else that came to mind.

A senior Argentine businessman who advises Senor Alfonsin on foreign affairs, told me this week he thought the President would resist such diversionary tactics. "I think he's alert to the dangers. But the economy is going to cause him acute problems, and the temptation is certainly there," he said.

The other troublesome factor in the Falklands equation is the Argentine military. Ravaged by budgetary cuts, pursued through the courts for human rights abuses and Falklands incompetence, the generals have little to look forward to in 1985.

State of tension

Now that agreement has been reached with Chile over the Beagle Channel dispute, and the military's assistance in running the country is no longer required, conflict over the Falklands is practically their only raison d'etre.

Both Argentine and diplomatic sources suspect that the military will do its best to maintain a state of tension in the South Atlantic to preserve their forces intact and resist civilian demands for further defence budget cuts.

With Argentina's economy in danger of collapse, the Falkland Islands are hardly going to be at the top of President Alfonsin's agenda this year.

The desperate need for unpopular economic measures such as wage controls and tax increases may well dissuade him from risking any form of Falklands initiative that would provide ammunition for his enemies.

The pressures facing the Argentine leadership unhappily suggest a tense and difficult year for the Falkland Islands.

Peronists face long road back to power

By TONY ALLEN-MILLS in Buenos Aires

ARGENTINA'S Peronist movement, like the British Labour party, is finding that life in opposition leads to disillusion, disruptive factional feuding, and sharply diminished prospects of an eventual return to glory.

Argentine politicians are notoriously prone to bouts of internecine strife, but in recent months Peronist leaders have plumbed new depths of discord.

The party, founded 40 years ago by General Juan Peron, the late dictator, is today a shambles facing the prospect of extinction. Like the British Labour Party, it is split into warring factions that spend more time sniping at each other than at the common foe—President Alfonsin's ruling Radical Party.

But unlike the British Opposition, there is no party manifesto, no Socialist philosophy, no common dogma that might at least provide a basis for a future reconciliation. Today's Peronists cannot even agree on a definition of Peronism.

Nor is there a young and charismatic Kinnock-style leader on whom hopes of unity might be pinned.

The closest the Peronists come to a leader is Senora Isabel Peron, widow of the General, but now a sad and eccentric figure who is baffling the Argentine political world by steadfastly closeting herself 5,000 miles away at her home in Madrid.

Clasping hands

All this is in dramatic contrast to the picture six months ago when, despite their election defeat, the Peronists were still being talked of as a vital force in the rebuilding of Argentine democracy.

Last May, newspapers around the world carried pictures of Senora Peron clasping hands with President Alfonsin amid fevered speculation that she would return to Argentina from exile to heal the Peronists' wounds and co-operate in the banishing of the military for good.

But, after a few heady weeks of contempt and consensus, the cracks began to appear in the Peronist party. Senora Peron returned to Spain, apparently satisfied that her reputation had been restored and no more was required of her. Despite her party's steady descent towards ruin, she has not been heard from since.

The power vacuum at the top of the party produced inevitable clashes but eventually climaxed in a formal split. A party congress at the Odeon theatre in Buenos Aires staged the typically Peronist spectacle of one leadership faction railroading resolutions through debate while teams of bully-boys roamed the theatre thumping dissidents.

Final demise

Proceedings became so farcical that hundreds of angry delegates marched out and announced plans to hold their own congress, due to take place next month.

With the gap between the main factions now apparently irreconcilable, and neither side sure about its own political direction, the next logical step is the Peronists' final demise. All that may be left will be a hard-line rump with minimal popular support.

To many Argentine political observers, the collapse of Peronism was historically inevitable. The party never had a coherent philosophy, not least because General Peron was always careful not to formulate a manifesto for fear it might be used in evidence against him when he performed one of his plentiful policy U-turns.

Peronism represented not so much a strategy for social progress as a vague yearning for a Utopian Argentina where everyone was comfortable and wore the national flag in their lapel.

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NO TRIADS LINK WITH CHINESE IN BRITAIN, SAY MPs

By KENNETH CLARKE

ONE of the "myths" from which Britain's Chinese community has suffered is of links with organised crime, orchestrated from Hongkong, according to a report by the House of Commons Home Affairs Committee, published yesterday.

The all-party committee states: "The myth flourishes despite the absence of any evidence whatever to sustain it. It is true, of course, that any Chinese criminals in Britain are likely to have contacts in Hongkong.

"Most of the immigration from Hongkong has been too recent for any other situation to exist.

But no one was able to provide us with any evidence, or even reasonable suspicion, of links between criminal activities or organisations in Britain and Hongkong and Macao."

The report says evidence from the Metropolitan Police shows that despite "unsubstantiated and speculative" reports, there is no evidence that any known, organised gangs of Triads in London's "China Town" have criminal links with members in Hongkong.

Advice from the Royal Hongkong police was that they had no evidence of criminal links between Hongkong and Britain, "except in what remains of the drug trade," which was international.

Known feuds

The committee finds that the main activity of Chinese gangs in Britain appears to be extortion and robbery. This problem must be taken seriously—and there is increasing involvement of "Vietnamese criminals and young Chinese."

This reference to Vietnamese apparently concerns known feuds, which have led to a number of deaths, between Vietnamese and Chinese involved in gambling dens.

The report deals, also, with gambling and states that "another stereotype" about the Chinese is that they are inveterate gamblers and it finds that gambling is more prevalent among them than among the general population.

Chinese sources suggested that gambling was more popular among older, less-educated catering workers and young men without families.

Illegal clubs provided a "Chinese atmosphere" and a clientele not otherwise available. The committee has recommended that the Gaming Board should keep a close watch on attempts by casinos to attract Chinese custom.

In its introduction, the report describes the Chinese as having had little contact with "the wider society," and wanting to keep a low profile.

"They are regarded, rightly, as hard-working and law abiding. They have rarely made complaints about any aspect of their lives in Britain, and have made few calls on social services or other forms of assistance, so it has been assumed that they have few problems."

But the lack of "official or public perception" of problems does not mean they do not exist. Britain's third largest ethnic minority does have serious difficulties, which need measures to deal with them.

The greatest value of the inquiry is said to be making better understood Chinese culture and lifestyle in Britain. Employment remains, at about 90 per cent, predominantly in catering.

Underlying problems identified by the report put difficulty with the English language as the most important.

Lack of English is said to be the chief cause of the second underlying problem—ignorance of British law and welfare services.

Another problem, says the report, involves "cultural characteristics," especially the preference for self-help and mutual aid and a reluctance to complain.

Second Report From the Home Affairs Committee, Chinese Community in Britain. H.M.S.O. £6·90.

BBC series for Chinese 'a coup'

By HARVEY LEE
Television Staff

A SERIES to teach English to millions of television viewers in Hongkong and mainland China is regarded as a diplomatic coup by BBC External Services.

The £600,000 production costs of the 20-part series will be met in full by a grant from the Hongkong-based Croucher Educational Foundation. Its chairman is Lord Todd, the British Nobel Prize-winning scientist.

The series is to be screened before the end of next year and is aimed at Chinese-speaking students of science, technology and medicine.

It will be made in both Mandarin and Cantonese, the predominant dialects of China and Hongkong.

Marriage proposals

The Chinese approached the BBC because they were impressed by the phenomenal success of "Follow Me", an earlier series made by the English by Television branch of External Services.

It is still being repeated on Chinese television after four years, and made a star of its presenter, Kathy Flower, a British Council teacher, who was showered by hundreds of marriage proposals from captivated viewers.

Miss Flower, 32, will present the new series, to be co-produced with China Central Television.

Mr Austen Kark, managing director of BBC External Services, said: "This is an impressive coup for BBC External Services and for Britain."

Kathy Flower whose English by Television series made her a star in China — and brought her hundreds of marriage proposals from delighted fans.

RETURN TO INDIA FOR PRINCESS

By JENNY SHIELDS

PRINCESS ANNE is to return to India next month to complete her tour of Save the Children Fund projects which was cut short following Mrs Gandhi's assassination last October.

The Princess, who is president of the fund, was in the old hill station town of Mussoorie on the third day of her two-week visit when she heard of the Prime Minister's murder

She returned immediately to New Delhi and the rest of the tour was cancelled. The day after Mrs Gandhi's funeral, Princess Anne returned to London, but it was clear that she wished to resume her visit as soon as diplomatically possible.

Mother Teresa visit

The Princess, 34, will start her tour on Feb. 19 in Calcutta, where she will see Mother Teresa's work in the city's slums.

From there she is expected to continue down India's east coast, visiting Bhubaneswar, Gopalpur, Madras, and other cities. The visit will end in New Delhi, where she is likely to pay a courtesy call on Mr Rajiv Gandhi, the new Prime Minister.

Princess Anne's visit will be the first by a major British public figure since the Indian elections.

ROYAL VISIT

The Prince of Wales, Colonel-in-Chief of The Parachute Regiment, will visit the First Battalion on exercise in Norway on February 21 and 22, Buckingham Palace announced yesterday.

Diplomatic bags 'should be scanned'

By JOHN BULLOCH Diplomatic Staff

AN all-party group of MPs yesterday recommended that diplomatic bags arriving at embassies in London should be electronically scanned if there were suspicions about their contents.

The group also advised that other bags should be weighed and measured, and criticised the Foreign Office for events before the Libyan Embassy siege.

The Foreign Affairs Committee of the House of Commons said it accepted the Government's view that it was legal to scan diplomatic bags by electronic means on occasion, but said this practice was often ineffective.

Members said there was also the risk that other countries would use the same means to investigate British diplomatic bags. This could lead to them gaining details of cipher machines.

Human life

The committee was considering diplomatic privilege following the St James Square siege when WPc Yvonne Fletcher was killed by shots fired from the Libyan Embassy. The attempted abduction of Mr Umaru Dikko, the Nigerian businessman, was also considered.

In its report, the committee praised the Government for what it called its "swift and robust" handling of the Dikko affair. It also welcomed an assurance from the Foreign Secretary that the inviolability of the diplomatic bag could not take precedence over human life.

But the committee found the Foreign Office at fault in its handling of the situation at the Libyan Embassy before the event.

Sir Anthony Kershaw, chairman, noted that at one time the number of diplomats there reached 55.

The Government should be more ready to limit the size of missions.

Sir Anthony said that missions in London accumulated 71,000 unpaid parking tickets a year, and there was on average one crime a week committed by one of the 15,000 people in London with diplomatic immunity which would attract a sentence of at least six months.

Editorial Comment—P18

£160m EIRE PLANT

The opening of a £160 million electronics factory at Greystones, Co. Wicklow, by Advanced Micro Devices, of California, with the promise of 1,000 jobs, was confirmed yesterday by Mr John Bruton, Irish Industry Minister.

Execution fears for Hongkong Triads

By HUGH DAVIES in Peking

HONGKONG'S 33 Triad societies, with a total membership of about 120,000, are thought to be growing increasingly anxious about the future of their gangster operations under Chinese Communist rule after 1997.

President Reagan's Commission on International Crime has heard evidence of growing Triad emigration to the United States. It was claimed that Triad bosses from Toronto, Boston, San Francisco and Los Angeles held a recent "crime summit" in Hongkong to co-ordinate a phased withdrawal.

There is no doubt that Peking will carry out a scourge of the gangs, probably through an initial rash of executions.

Officials of the newly-formed Interpol bureau in Peking are already convinced that Triads from Hongkong are using connections in Canton to move heroin through China to Europe and America.

It is thought that Triads are taking advantage of the fact that ships and planes from the mainland, where narcotics are hardly used, are not watched as carefully by drug enforcement agencies as transportation and travellers from elsewhere in Asia.

As a multi-national organisation, Triads working out of Hongkong and Taiwan are now responsible for at least a fifth of the heroin entering America, according to Mr William French Smith, the Attorney General.

With yet another bumper crop of opium in the Golden Triangle of Burma, Laos and Thailand, heroin, the only drug Triads deal in, remains the most lucrative business for the Hongkong gangs.

Recently Taiwan's main Triad society, the Bamboo Union, re-emerged in the colony. It is suspected of involvement in a drug operation that was smashed in Taipei yesterday.

Police arrested 21 people, among them Hongkong Chinese who, officers said, used tourist and business visas to smuggle in huge amounts of drugs in special suitcases.

Giant balloons at sea foil Iraqi Exocets

By JOHN PETTY Shipping Correspondent

EXOCET missiles are being fooled by a simple defence system being tried by the Iranians after a spate of successful attacks by Iraqi aircraft last month on tankers using the Kharg Island oil terminal.

The French-built radar-guided missiles, which did so much damage in the Falklands conflict, are now blowing up giant balloons towed behind barges instead of wreaking havoc on shipping.

The rockets are fired from long range and lock-on by radar beam to large targets. The missile, however, cannot distinguish between giant balloons and tankers.

Tanker after tanker was hit last month as Iraq stepped up attacks on international shipping to try to stop Iran exporting oil.

Four ships hit

But this month only four ships have been hit, despite almost daily claims by Iraq that "large naval targets" have been damaged. And one of them was just a 100-ton offshore supply ship.

The rest of the "targets" appear to have been the balloons.

Last year a total of 67 ships were hit by missiles in the Iran-Iraq war, according to the Institute of London Underwriters. The biggest onslaught was in December, when the 386,000-ton Minotaur, a Cypriot tanker, was severely damaged.

ANGER OVER EURO-STAMP

By ALAN OSBORN
Common Market Correspondent in Brussels

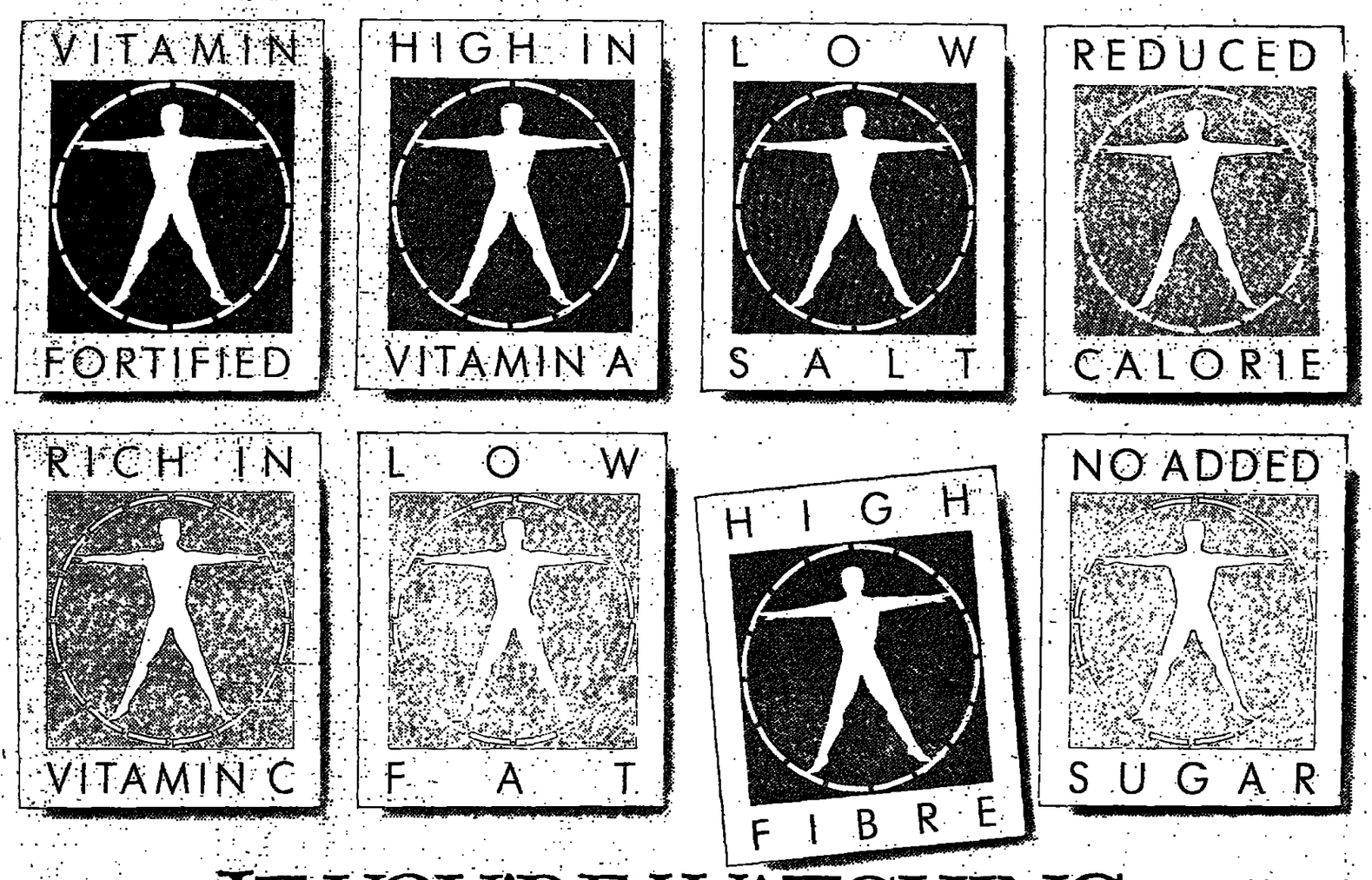
SOCIALIST members of the European Parliament yesterday reacted angrily to suggestions that there should be a single postage stamp for Europe.

The West Merseyside member, Mr Les Huckfield, said: "I'm going to tell them where they can stick their stamps."

"Getting rid of the Queen from British postage stamps will reinforce the strong feeling of the vast majority of the people of Britain who are totally opposed to our membership of the Common Market."

Mr Alf Jones, deputy Labour leader in the Parliament, said: "This is another example of Euro-fanatics dreaming up crackpot schemes

The idea of a single postage stamp for carriage anywhere in the EEC was put forward by Mr David Williamson, British member of the "People's Europe" committee which tries to make the Common Market more acceptable



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Protein	7.0g	5.0g
Carbohydrate	25.2g	18.0g
Fibre	10.2g	7.3g
Added Salt	1.4g	1.0g
Added Sugar (Sucrose)	6.0g	4.3g

INFORMATION

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*for basic rate taxpayers

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LEGAL NOTICES

THE COMPANIES ACT, 1948. IN THE MATTER OF HAWKSTAR LIMITED Court No. 005535 of 1984. Nature of Business: General Merchants. Winding-up Order made 5th November 1984. Date and place of first meetings: Creditors 8th February 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD at 3.00 o'clock. Contributories On the same day and at the same place at 3.30 o'clock. J. A. Sell, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF SELCO FASHIONS LIMITED. Court No. 006057 of 1984. Nature of Business: Clothing Manufacturers. Winding-up Order made 12th November 1984. Date and place of first meetings: Creditors 8th February 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD at 3.00 o'clock. Contributories On the same day and at the same place at 3.30 o'clock. J. A. Sell, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF HERBAL WAY UK LIMITED. Court No. 006331 of 1984. Nature of Business: Mail order — for slimming products. Winding-up Order made 19th November 1984. Date and place of first meetings: Creditors 8th February 1985, at Room G20 Atlantic House, Holborn Viaduct, London EC1N 2HD at 10.00 o'clock. Contributories, On the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF TURNER NASH PRINTERS LIMITED. Court No. 006774 of 1984. Nature of business: Lithographic Printers. Winding-up Order made 17th December 1984. Date and place of first meetings: Creditors 7th February 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock. Contributories, On the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF KRYSTEN AGENCIES LIMITED. Court No 005600 of 1984. Nature of Business: Textile Agents. Winding-up Order made 12th November 1984. Date and place of first meetings. Creditors 6th February 1985, at Room G20 Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock. Contributories on the same day and at the same place at 2.30 o'clock. R. G. L. HOWARD, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF BSN INSURANCE SERVICES LIMITED. Court No 005611 of 1984. Nature of Business: Loss Assessors. Winding-up Order made 5th November 1984 Date and place of first meetings: Creditors 6th February 1985, at Room G20 Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock. Contributories On the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER of THE MIND'S EYE LIMITED Court No. 006269 of 1984. Nature of Business: Design consultants. Winding-up Order made 19th November 1984. Date and place of first meetings: Creditors 7th February 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 11.00 o'clock. Contributories on the same day and at the same place at 11.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF DELVEPALM LIMITED No. 00814 of 1982. NOTICE IS HEREBY GIVEN that a First and Final dividend to unsecured Creditors is intended to be declared in the above-named Company and that those Creditors who have not already proved their claims are to come in and prove such claims on or before the 8th February 1985 after which date the Official Receiver and Liquidator of the above-named Company will proceed to distribute the assets of the said Company having regard only to such unsecured Creditors as shall then have proved their claims. J. A. SELL, Official Receiver and Liquidator. Atlantic House, Holborn Viaduct, London EC1N 2HD.

THE COMPANIES ACT, 1948. IN THE MATTER OF SHOREDALE CONSTRUCTION LIMITED. Court No. 006078 of 1984. Nature of Business: CIVIL ENGINEERS. Winding-up Order made 19th November, 1984. Date and place of first meetings: Creditors 7th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 10.00 o'clock. Contributories On the same day and at the same place at 10.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF BENWAIN BUILDERS LIMITED. Court No. 005948 of 1984. Nature of Business: BUILDING CONSTRUCTION. Winding-up Order made 10th December, 1984. Date and place of first meetings: Creditors 6th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 2.00 o'clock. Contributories On the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF CAMBERCREST LIMITED. Court No. 006472 of 1984. Nature of Business: Builders. Winding-up Order made 26th November, 1984. Date and place of first meetings: Creditors 6th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 11.00 o'clock. Contributories: On the same day and at the same place at 11.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF A.S.A.P. DOMINO DISPLAYS LIMITED. Court No. 006265 of 1984. Nature of Business: Exhibition and display contractors. Winding-up Order made 19th November, 1984. Date and place of first meetings: Creditors 6th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 10.00 o'clock. Contributories. On the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE BANKRUPTCY ACTS, 1914 AND 1926. IN THE CHELMSFORD COUNTY COURT (By Transfer from High Court of Justice). IN BANKRUPTCY No. 53b of 1984. RE: PETER WILLIAM SELVEY, of 6, Rayfield Close, Barnston, Dunmow, Essex, COMPANY DIRECTOR, lately a Market Trader trading as Grade "A" Packaging, at 26, The Highway, Wapping, London, E.1, and formerly at 322, Bethnal Green Road, London, E.2, and lately residing at 342, Bethnal Green Road, London, E.2. Receiving Order 30 October, 1984. First Meetings of Creditors: Date 7 February, 1985. Time 10.30 a.m. Place 3rd Floor, Colman House, Victoria Avenue, Southend-on-Sea, Essex. Public Examination: 20 February, 1985. Time 2.30 p.m. Place Chelmsford County Court, London House, New London Road, Chelmsford, Essex. Note: All debts due to the estate should be paid to me. Dated 17 January, 1985. G. B. SELLERS, Official Receiver, 3rd Floor, Colman House, Victoria Avenue, Southend-on-Sea, Essex, SS2 6EL.

THE COMPANIES ACT, 1948. IN THE MATTER OF JACKAMOOR BUILDERS SUPPLIES LIMITED. Court No. 005722 of 1984. Nature of Business: Dealers in building materials. Winding-up Order made 12th November, 1984. Date and place of first meetings: Creditors 8th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock. Contributories: On the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF C.A.P. PROPERTY MAINTENANCE LIMITED Court No. 005947 of 1984. Nature of Business: Property Dealers. Winding-up Order made 19th November, 1984. Date and place of first meetings: Creditors 8th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 11.00 o'clock. Contributories: On the same day and at the same place at 11.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF HERSCH HAMILTON SECURITIES LIMITED. Court No. 006546 of 1984. Nature of Business: Dealers in stocks and shares. Winding-up Order made 26th November, 1984. Date and place of first meetings: Creditors 7th February, 1985, at Room G20, Atlantic House, Holborn Viaduct London EC1N 2HD at 2.00 o'clock. Contributories: On the same day, and at the same place at 2.30 o'clock. R. G. L. HOWARD, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF WESTFIVE HEATING AND CONSTRUCTION LIMITED. Court No. 006158 of 1984. Nature of Business: Heating Engineers. Winding-up Order made 12th November, 1984: Date and place of first meetings: Creditors 7th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock. Contributories: On the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF LLEWELLYN MANPOWER RESOURCES LIMITED. Court No. 005618 of 1984. Nature of Business: Employment Agency. Winding-up Order made 12th November 1984. Date and place of first meetings: Creditors 8th February 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock. Contributories on the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF GOLDENCREST DEVELOPMENTS LIMITED. Court No. 006940 of 1984. Nature of Business: To generally deal in and be involved in the commerce of capital consumable and durable property, products, goods, rights and assets of any nature whatsoever. Winding-up Order made 17th December 1984. Date and place of first meetings: Creditors 7th February 1985 at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock. Contributories on the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF FABLEC INSTALLATIONS COMPANY LIMITED. Court No. 006330 of 1984. Nature of business: General electrical contractors for industry. Winding-up Order made 19th November, 1984. Date and place of first meetings: Creditors 7th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD at 11.00 o'clock. Contributories on the same day and at the same place at 11.30 o'clock. R. G. L. HOWARD, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF CANDAWELT LIMITED. Court No. 004744 of 1984. Nature of business: Clothing manufacturers. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors 5th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock. Contributories on the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER of CAMERON REPRODUCTION LEATHER LIMITED. Court No. 006341 of 1984. Nature of Business: Manufacturers of reproduction furniture. Winding-up Order made: 19th November, 1984. Date and place of first meetings: Creditors 6th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 3.00 o'clock. Contributories: On the same day and at the same place at 3.30 o'clock. R. G. L. HOWARD, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF EASYROSE LIMITED. Court No. 006014 of 1984. Nature of Business: Textile manufacturers. Winding-up Order made 12th November, 1984. Date and place of first meetings: Creditors: 6th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 3.00 o'clock. Contributories On the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

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ROLLS SHARES £110m ORDER FOR AIRBUS

By Air Cdre G. S. COOPER Air Correspondent

PAN AM has chosen the five-nation V2500 engine to power its Airbus Industrie A320 aircraft, at last giving Rolls-Royce the chance to join the European Airbus programme.

The engine order for Pan Am's 16 A320s will be worth £110 million, excluding spare parts. The airline has options on a further 34 A320s with V2500 engines.

Rolls-Royce is playing a major role in the design, development and manufacture of the engine, a 25,000lb thrust turbofan that shows promise of being much cheaper to run than its nearest competitor.

The V2500 was launched last year by International Aero Engines, a joint venture between companies in Britain, America, Japan, Germany and Italy.

The Government gave Rolls-Royce a grant of £60 million in May to enable the State-owned company to join the project as a major partner, with the A320 programme in mind. The aid is to be repaid through a levy on sales.

30 p.c. share

Rolls-Royce and Pratt and Whitney of America both have 30 per cent. of the workshare. The Japanese Aero Engines Corporation has 23 per cent., M T U of West Germany 11 per cent., and Fiat Aviazione of Italy six per cent.

Mr Robert Rosati, president and chief executive officer of International Aero Engines, said in New York yesterday that the company saw a demand over the next 15 years for £25 billion worth of engines for the A320 and similar airliners from McDonnell Douglas and Boeing.

"We believe V2500 orders will grow steadily to meet this need and that we will capture a very significant part of the market."

Pan Am, he said, had made a most thorough evaluation of the A320 with the V2500 engine.

Leasing deal

Pan Am's order for 16 144-seat A320s was part of a £1 billion deal announced last September. The airline ordered 12 A310s as well as the A320s for delivery between mid-1987 and 1990.

Meanwhile, Pan Am is leasing 12 A300s and four A310s, the first of which are already in service.

The A320s will be used on Pan Am's American feeder network, its routes into West Berlin and services between European cities.

Pan Am was the first American airline to select the A320 and is the launch customer for the V2500 engine.

MERIT RISES PLAN FOR AIR STAFF

By Our Business Correspondent

PERFORMANCE-related salary rises are being planned for top management by the Civil Aviation Authority as part of a programme of pay reforms aimed at breaking away from the Civil Service structure.

Mr Jim Curie, managing director of the state-run authority, has told unions that a new pay and staffing structure is needed for the 7,000 staff because the old Civil Service system is no longer appropriate.

But the authority still plans to tie annual increases in basic pay to the average Civil Service settlement. "We cannot give any details until we have concluded negotiations with the unions," a spokesman said yesterday.

Grades abolished

Under the reforms, senior management grades would be abolished. Each job would have a salary bracket and provision for performance-based increases.

It is also planned to introduce merit rises for a new grading of management, professional and technical staff. Some clerical and support staff would also benefit from merit rises, while others would be tied to regular increments.

Mr Bill Brett, assistant general secretary of the Institution of Professional Civil Servants, says the changes would destroy the security and guarantees which formed part of the contract signed by members when they left the Civil Service to join the authority in the early 1970s.

The Institution has set up a working party to consider the proposals. The group has already made it clear it opposes any move away from an increment linked structure.

A third of the authority's staff at present are on salaries of between £5,000 to £7,500 a year. Clerical grades pay ranges between £4,800 to £6,400.

At the other end of the scale air traffic control officers earn between £8,900 to £16,400 and air traffic engineers £9,300 to £12,000.

Judicial review appeal system may change

By TERENCE SHAW Legal Correspondent

AN alternative form of appeal for those refused leave to bring judicial review proceedings in the High Court challenging the legality of administrative decisions of Ministers, Government departments or local and public authorities is being considered by the Government.

This follows strong criticism from judges and other lawyers of a proposal in its Administration of Justice Bill, now before Parliament, that would remove the existing right of the citizen to appeal to the Court of Appeal against a judge's refusal to allow him to bring judicial review proceedings.

Pressure of work facing the Court of Appeal has led the Government to seek to remove this right of appeal in the Bill.

But the strength of opposition to removal of the basic right of appeal has led Lord Hailsham, the Lord Chancellor, to consider possible alternative means of reviewing refusals.

Strongest challengers

Although the proposed abolition is believed to have the support of Sir John Donaldson, Master of the Rolls and senior judge in the Court of Appeal, the proposal was criticised this week by other judges of the court.

In a reserved judgment on Tuesday, Lord Justice Ackner, sitting with Lord Justice Slade and Lord Justice Purchas, said they were "troubled" to find that Clause 43 of the Bill removed the right to renew a refusal of leave before the Court of Appeal.

Allowing an appeal against the refusal by two separate High Court judges to grant leave for judicial review in a tax case, Lord Justice Ackner said the case demonstrated very strongly the merits of the present rules.

2 JAILED FOR 'HOMES IN SUN' FRAUD

TWO "ruthless" businessmen jailed yesterday over a Spanish villas fraud were said by Judge JAMES RANT, Q.C. to have "played on the dreams of people wanting holiday homes in the sun."

GEORGE DESMOND, 43, of Roman Road, Mountnessing, Essex, and EMRYS WILLIAMS, 42, of Hall Farm Road, Benfleet, were convicted at Chelmsford Crown Court of conspiring to obtain cheques and money by deception.

Desmond was jailed for three years and Williams, said to be his subordinate, to two years.

Mr HUBERT DUNNE, prosecuting, said the two men ran a company called Firstline Ltd. which advertised holiday chalets on the Costa Dorada.

Forty clients paid £7,000 each for villas at Mare Nostrum, near Barcelona, but the site had no water, no drainage and no electricity. The chalets could only be used as store sheds.

Mr Dunne said 60 Firstline clients who bought villas on another site at Camping Sitges were misled into believing they had a lifelong lease when in fact the company had only a three-year lease.

DESMOND, giving evidence, said that when he took over the Camping Sitges site there was a three-year lease but he understood it would be constantly renewable.

When he acquired the Mare Nostrum site he was let down by his Spanish agent who took his money and failed to apply for planning permission.

Desmond said he was confident that planning consent would be forthcoming eventually.

PENSIONERS KILLED

Mr George Bushell, 87, his sister Mrs Sophie Pink, 84, and Mrs Ida Coles, 90, all from Ethelburt Avenue, Swaythling, Southampton, were killed when their car swerved and crashed into a shop window in Southampton. It is thought Mr Bushell, the driver, had a heart

A warm smile from the Duchess of Kent against a chilly background in Lisburn yesterday.

SEVEN ON LABOUR SHORTLIST

By Our Political Staff

THE final choice of a new Labour party General Secretary to succeed Mr James Mortimer will be made next Wednesday from a shortlist of seven, the party's National Executive decided yesterday.

The four most likely candidates, headed by Mr Larry Whitty, Secretary of Trade Unions for a Labour Victory, were joined on the final shortlist yesterday by two senior local government officers and the party's Scottish organiser.

Mr Whitty, 41, research officer of the General, Municipal, Boilermakers' and Allied Trades' Union, has Mr Kinnock's backing and is generally reckoned to be clear favourite.

Judges' criticism

His strongest challenger is Mrs Helen Liddell, 34, Scottish Secretary of the party and formerly an economist with the Scottish T U C and the B B C in Scotland.

The rest of the short list is: Mrs Joyce Gould, 52, Labour's Assistant National Agent; Mr Roger Ward, 37, a full-time official of the managerial union A S T M S; Mr James Allison, 56, Scottish organiser of the party (with different responsibilities to those of Mrs Liddell); Mr Subhail Aziz, 47, head of Lewisham Borough Council's Employment and Economic Division; and Mr Harold Tinworth, 36, head of corporate planning with Havering Borough Council.

Whoever is chosen will take over from Mr Mortimer in the spring when he retires aged 64.

SEVEN CLEARED OF PERFUME CHARGES

Conspiracy charges against seven people charged over an alleged £2 million fake perfume racket were withdrawn yesterday after Horseferry Road court was told the Director of Public Prosecutions had decided there was insufficient evidence against them.

But five other men arrested after police raided a factory unit at the Trinity Business Centre, Rotherhithe, and seized perfume making machines, bottles and other materials, were further remanded on bail until Feb. 28.

In court were: Anthony May, 47, a roofing contractor, of Lymington Avenue, Wood Green; James Coles, 30, unemployed, of St Stephen's Road, Bow; Stephen Jory, 34, a market trader, of Morning Lane, Hackney; Roy Pain, 30, an accountant, of Flordanshire Lane, Cholesbury, Hertfordshire; and David Dunham, 34, a toolmaker, of Mosbourne Close, Aylesbury, Bucks, who are charged with conspiring to defraud people by making false claims that a perfume was made by Yves St Laurent.

Cleared of the same charge were: Davidas Kachula, 36, typesetter, of Ardwen Avenue, Ilford; Miss Ronna Freeman, 17, unemployed, her mother, Vera, 39, also unemployed, both of Amhurst Road, Hackney; Henrietta Turner, 44, unemployed, of Approach Road, Bethnal Green; Julia Unstead, 46, housewife, of Great Percy Street, Finsbury; John Ward, 55, a steel erector, of Balben Path, Hackney; and Bernard Sweeney, 58, of Broomhill Drive, Glasgow.

PETTY OFFICER BRAWLED OVER MESS CLOTHING

A petty officer who thrust a beer glass into the face of a mess social secretary was yesterday sentenced to three months' detention, derating and loss of good conduct badges by a court martial at Portsmouth. Sentence is subject to confirmation.

Anthony Hobson, 28, based at Portland, Dorset, denied wounding with intent to cause grievous bodily harm but was found guilty of unlawful and malicious wounding.

The court martial heard that a brawl between Hobson and Petty Officer Eric Vassie followed Hobson being asked to leave the mess at the Navy's mechanical training school at trousers which were thought inappropriate at a mess function.

'Kerry babies' ordeal causes public outcry

By A. J. McILROY

MR MICHAEL NOONAN, Eire Minister for Justice, was under increasing public pressure last night to end "once and for all" the ordeal of a mother at the centre of what has become known as "the Kerry babies case."

Police had alleged that Miss Joanne Hayes, 25, gave birth to twin boys by separate fathers then starved one baby to death and abandoned the other after it died at birth.

The charges were dropped, but not before Miss Hayes and members of her family had protested publicly that they had been "slapped, abused and threatened" into confessing to the murder and concealment of a baby found last April on a remote beach near Cahirciveen, Co. Kerry, with 28 stab wounds.

After an inconclusive internal police inquiry, Mr Noonan bowed to public pressure and ordered a tribunal of inquiry.

The inquiry has led to further outcry and plans by Irish womens' groups to join neighbours and friends of the Hayes family in a protest march today outside the public hearing in Tralee.

Reduced to tears

After five days in the inquiry witness box Miss Hayes was reduced to tears by the persistence and personal nature of the questioning by Mr Martin Kennedy, senior counsel representing three police superintendents involved in the hearings.

The conduct of the murder squad detectives was first brought into question in October when Miss Hayes insisted that she was forced to confess to the killing of a baby which she said was wrongly identified as her own child.

A public outcry followed Dublin newspaper reports of claims by Miss Hayes and members of her family that while detained by the police they were forced to make confessions.

The police perisisted in trying to prosecute Miss Hayes, her brother and two sisters for the *murder and concealment of the* stabbed baby. But all charges were dropped on the intervention of the Director of Public Prosecutions.

Arrested family

After the stabbed baby was found, police established that Miss Hayes had attended a hospital for post-natal treatment, but had no baby to account for it.

A fortnight later, police called at a sports complex where Miss Hayes worked as a receptionist and took her to the *local station for questioning.* They went later to her home and brought in her two brothers, a sister and aunt.

Miss Hayes said that she denied all knowledge of the stabbed baby but *agreed that* she had given birth to a son on the family farm in April. She said that *she* put the baby in a bag and dropped it into a pond on the farm.

Some 12 hours later the police had secured statements from the Hayes family confessing to the murder of the stabbed baby. Miss Hayes was charged with murder, and her *sister, brothers and aunt were* charged with concealing the death.

But blood tests showed that the stabbed baby was group A, while Miss Hayes and a lover, *said to be the father,* were both group O.

Miss Hayes had insisted all along that she had disposed of her baby in a pond on the family farm. Police decided to drag the pond and found the body.

Police then claimed that Miss Hayes must have had sex within 48 hours with two men and become *pregnant* by both, giving birth to one baby by each.

Medical evidence at the hearing suggested that this was possible, but extremely unlikely.

ELECTRIC DEAL

Balfour Beatty has won the first big contract in the £346 million British Rail scheme to electrify the East Coast main line from London to Leeds, Newcastle and Edinburgh.

BUS FIRMS HURT BY COWBOY TAG

By Our Transport Correspondent

OWNERS of 30,000 privately-owned buses have written to the Transport Department objecting to allegations that many of them are "cowboys operating unsafe vehicles."

The Bus and Coach Council said the smear was being spread by opponents of Government plans to end many controls over *the operation of local bus* services.

"Private operators run more than 40 per cent. of all public service vehicles in the country and have an excellent safety record," said Mr Ron Whittle, former president of the council.

Stricter safety

"Mile for mile you are far less likely to be hurt travelling in a bus or coach than you are in a private car."

But the council seeks stricter safety standards in its response to a consultation paper by Mr Ridley, Transport Secretary, which forms the basis of a Bus Bill about to be introduced.

While agreeing with many of Mr Ridley's plans, it fears there will be closure ahead for many *rural routes which are now sub*sidised out of profitable town routes.

HIGHLAND 'TON'

By Our Transport Correspondent

Track improvements are allowing express trains to run at 100 m.p.h. in parts of the Highlands for the first time. The Chieftain from King's Cross to Inverness is the pacesetter, achieving "the ton" between Kingussie and Kincraig. Previously there was a 75 m.p.h. limit.

DUCHESS BRAVES BLIZZARD

By Our Shipping Correspondent

A BULLET-PROOF car escorted by police took the Duchess of Kent across Northern Ireland yesterday to launch a ship after her helicopter was grounded by a blizzard.

She was cheered by workers at the Harland and Wolff shipyard in Belfast after her journey from Lisburn, County Antrim.

The ship was the English Star, 19,300 tons, the first of four refrigerated cargo liners in a £75 million order *by Blue Star Line* which has kept the yard alive. However, the ship suffered a serious setback with a £1 million fire in the engine room which will delay completion by several months.

Most successful

Harland and Wolff is the most successful merchant shipyard in Britain. *It is not part* of British Shipbuilders, but is State owned via the Northern Ireland Department of Commerce.

Before returning to London, the Duchess presented medals to men who have served in the Royal Ulster Constabulary in the last 15 years.

During her stay, her third since 1978, she also met several young people in educational groups.

The visit began on Tuesday when the Duchess met the Secretary of State, Mr Hurd, and *political and security figures.*

BUILDING PLAN FOR SNOW HILL

By Our Transport Correspondent

Commercial property development will help British Rail build the new Snow Hill Station in Birmingham, with two office blocks to be opened on the site this year.

Snow Hill used to be one of Birmingham's two main stations, but was closed and the line severed at Moor Street several years ago when Birmingham New Street Station was rebuilt. Now a new track is being laid into what will be a smaller Snow Hill Station.

DEATHS, IN MEMORIAM

Continued from Back Page

STOCKS.—On Jan. 19, 1985, suddenly, REGINALD WARREN STOCKS, retired Sqn. Ldr., of 3, Church Close, Kibworth, Beauchamp, Leics, the dearly loved husband of Jean and dear father of Paul. Donations, if desired, to the British Heart Foundation, c/o Ginns & Gutteridge Ltd., funeral directors of Leicester, tel. (0533) 56117.

TAUSSIG.—On Jan. 19, peacefully, BEATRICE MURRAY, aged 93. Service Friday, Jan. 25, 3 p.m., Foxfield Green, Hants, cremation Chichester, 4.30 p.m. Donations to Cancer Research. Granddaughter Mrs E. G. Pinkerton, Canaan, N.H. 03741, U.S.A., *looking for relatives.*

TAYLOR.—On Jan. 21, 1985, Sir ROBERT. A funeral service will be held at St Marylebone Parish Church on Friday, Jan. 25, at 3.45 p.m. Family flowers only please. Donations may be sent to Cancer Research.

THOMPSON.—On Jan. 21, 1985, peacefully at Queen Mary's Hospital, Sidcup, REGINALD, of Bercta Road, New Eltham, S.E.9. Funeral service at Eltham Crematorium, Falconwood, Tuesday, Jan. 29, at 3 p.m. No flowers, please.

TITCOMBE.—On Jan. 14, suddenly in hospital, PETER JOSEPH, aged 81 years, the dearly loved husband of Ellen Violet, beloved father of Elizabeth and Christopher.

TOWNSLEY MILLERS.—On Jan. 19, peacefully in his sleep, in his 78th year, RICHARD EDWARD, of Fordcombe, Kent, dearly loved husband of Peggy. Funeral private.

TYLER.—On Jan. 23, suddenly, ARTHUR WELLESLEY TYLER, Colonel Royal Artillery, aged 76, much loved brother of the late Col. J. N. D. Tyler, R.A., and Commander Henry Pasley-Tyler, C.B.E., R.N., brother-in-law of Dorothy and Uncle of Ian, Robert and Henrietta. Funeral, 12.30 p.m., Tuesday, Jan. 29, at St Mary the Virgin, Frensham. Family flowers only.

URWIN. — On Jan. 20, HENRY PAXTON, aged 81 years, of Cleadon Village, Sunderland, husband of the late Freda and father of Michael and Diana.

VANDEPEER.—On Jan. 22, 1985, at Hayes, East Knoyle, Wilts, FLORENCE (née Scott), in her 98th year, beloved wife of the late Sir DONALD VANDEPEER, K.C.B., K.B.E., mother of Enid (Deceased) and Daphne and grandmother of Nicholas.

WALLEND.—On Jan. 21, passed peacefully away at Southend Hospital, LILIAN OLIVE, of Burgess Road, Thorpe Bay, aged 92 years.

WATTENBACH.—On Jan. 14, peacefully at the Clarence Nursing Home, Tunbridge Wells, in her 90th year, ETHEL CLARA (née Bourne), widow of Major G. V. WATTENBACH M.B.E., M.C., C. de G., Palmes Académique. She was devoted to her family and will be sadly missed by relatives and friends. The funeral has already taken place in accordance with her wishes. If desired, donations in her memory may be sent to the Royal Fusiliers Aid Society, Tower of London, EC3.

WEAVER.—On Jan. 22, peacefully at Honiton, DORA (née Avery), aged 83, formerly of Budleigh Salterton. Funeral St Peter's Church, Budleigh Salterton, Wednesday, Jan. 30, 11.30 a.m. No flowers, please. Donations in lieu, if desired, to St Peter's Church Fund, c/o Canon K. Parry, the Vicarage, Budleigh Salterton.

WEBB.—On Jan. 22, 1985, peacefully, EVELYN FRANCES, aged 90 years, widow of Henry Marshall and mother of John. Service in St Peter's Church, South Shields, at 12.30 p.m. on Monday, Jan. 28, followed by cremation. No flowers. Donations if desired to St Peter's Church, c/o The Treasurer, Mrs J. Roberts, 81, Sunderland Road, South Shields.

WHITING.—On Jan. 20, 1985, MICHAEL ROY WHITING, loving husband of Elaine and beloved father of Jonathon, Robin and Sarah, devoted son of the Reverend Arthur and Mrs Whiting and dear brother of Eileen and Peter. Funeral at Wareham Parish Church, Friday, Jan. 25, at 2.30 p.m.

WILSON.—On Jan. 22, peacefully at Birtles House Nursing Home, EDYTHE ROSE, aged 36. Service on Jan. 29 at 3 p.m. at Woking Crematorium.

WOOLSTON.—On Jan. 23, peacefully in Farnborough Hospital, WILLIAM ARTHUR, aged 93. Cremation at Beckenham Crematorium, 11.30 a.m., Wednesday, January 30. Family flowers only. Donations to Br. Diabetic Assn. Research 10, Queen Anne Street, W.1.

WORBOYS. — On Jan. 22, 1985, suddenly in hospital, EVA, of West Parley, Dorset, wife of the late Victor. Funeral service at Bournemouth Crematorium on Wednesday, Jan. 30, at 12.45 p.m. Further inquiries to Charles Small & Son (F D), 15, West Street, Wimborne, tel. Wimborne 882572.

WRIGHT. — On Jan. 21, in hospital after a short illness, FRANK MACLAURIN, aged 82, late of Sherrahall Building Society and recently Town and Country. Clacton, much loved husband of Noreen, father of Phillip and Pat. Funeral St James, Clacton, Friday, Jan. 25, 11.45 a.m. No flowers by request, but donations if desired to St James Vicarage.

WRIGHT.—On Jan. 22, ROGER SOUTHEY, aged 47, much loved son of Violet, brother of Christine and Juliet. Cremation private. Service Founder's Chapel, Charterhouse, Godalming, Saturday, Jan. 26, at 2.30 p.m. No flowers, but donations to National Trust if desired.

ACKNOWLEDGMENTS

DUMBRELL. — STELLA DUMBRELL wishes to thank all relatives and friends who were kind enough to send messages of sympathy and donations.

FUNERAL ARRANGEMENTS

SIMON.—The Funeral Service for the late MAY ROSE, will take place at St Paul's, Knightsbridge, S.W.1, on Monday, Jan. 28, at 10.30 a.m., followed by private cremation. Inquiries to Kenyons, 01-937 0757.

IN MEMORIAM

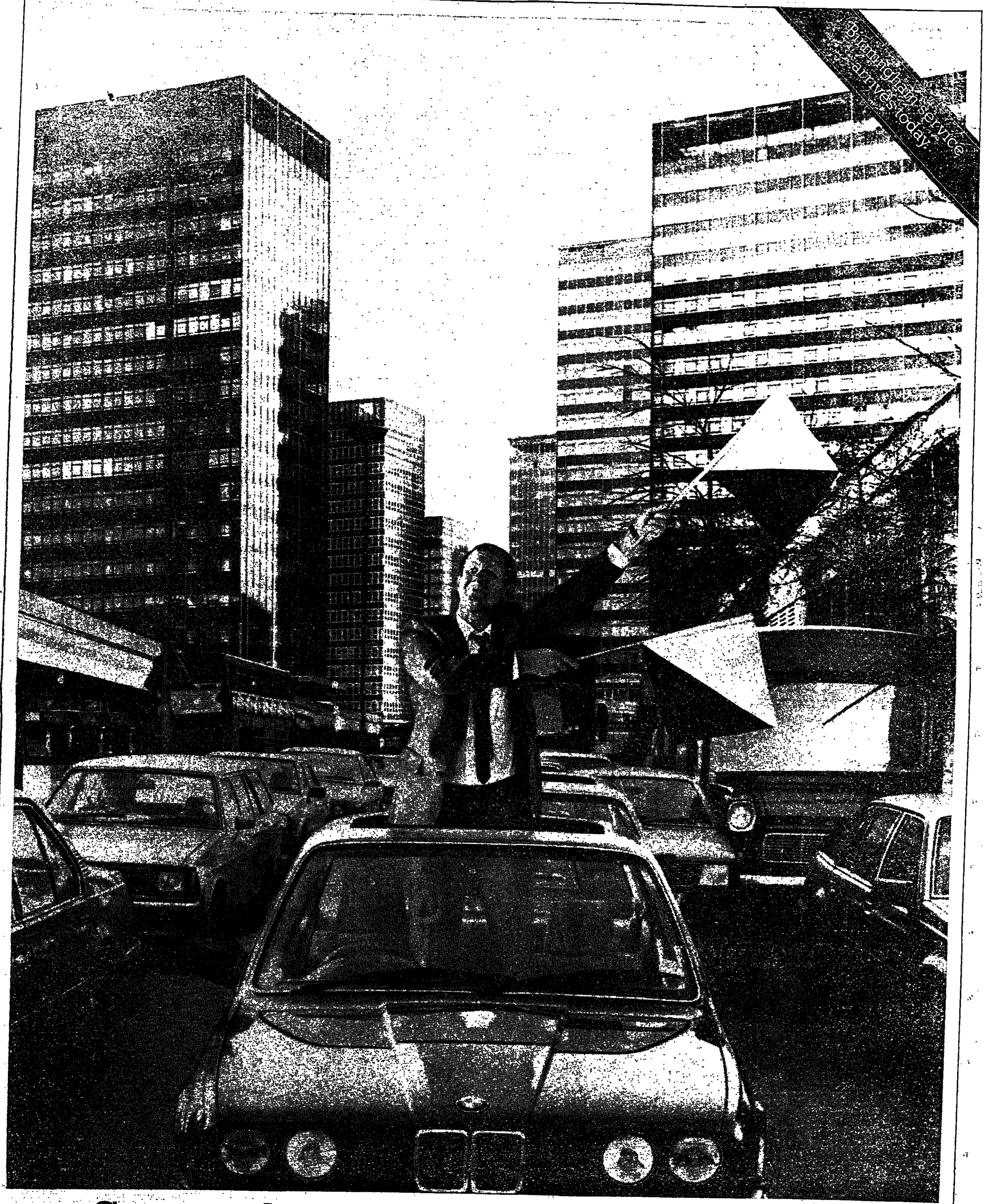
CLIFFORD, ROSEMARY, died Jan. 24, 1984.—To the world you were but one, to your family you were the world. Your tireless devotion, gentleness and love enriched our lives. The souls of the righteous are in the hands of God. Until.—Murray.

HUCK.—Precious memories of FIONA ELIZABETH, a beloved daughter and sister, died Jan. 24, 1986, in Barbados. Silent thoughts of times together hold memories that will last forever.

NATANSON, JOYCE (née Atriah). — Remembering Joyce who died a year ago. Love—Scotty.

RING, J. — In affectionate memory of dear Bob, thank you for so many happy days and for the memories we treasure. Rest in peace.—Wendy, Jim and Family.

هكذا من الأصل



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Yesterday in Parliament

'Stop futile arguments'

LORD STOCKTON TAKES SWIPE AT MONETARISTS

By WALTER ABURN Parliamentary Staff

A CALL for Britain to take the lead in the third industrial revolution was made by the Earl of STOCKTON in yesterday's first televised debate in the House of Lords.

Taking a scornful swipe at monetarist theorists, he asked whether we were going to be in the revolution, playing a leading part, or whether we were going to wait until we all fell behind.

The United States was determined to press forward, said Lord Stockton, the former Prime Minister Harold Macmillan.

We were told they had got too much debt and spent too much money, but how could you have production unless you borrowed the money to produce? he asked.

"*I don't believe you produce and then borrow the money—you borrow the money and then produce.*"

A new fear had somehow crept up that we ought to be afraid of the new industrial revolution instead of pursuing it with all the energy we could.

A new law had been invented that there was no difference between capital and income; let us stop these futile and purely theoretical and academic economic arguments.

United effort

In countries like Taiwan and North and South Korea you could see more modern forms of industrial production than you could see in Britain.

"It must happen here—we must be the leader in the convoy: at any rate attempt to regain the leadership we have had so long."

Were we just slowly to sink like a great ship, or should we make a determined, united effort, putting as far as we could party aside?

"*There could be co-operation —even national government.* Let us do the latter and then *historians of the future will not* describe the end of this century as the beginning of the *decline and fall of Britain but* as the beginning of a new and glorious renaissance."

Lord Stockton's speech was delayed briefly by a noisy demonstration in the public gallery in support of the miners, which followed a speech by Lord Cledwyn of Penrhos.

A group of men unfurled placards and shouted slogans before filing orderly out of the gallery escorted by attendants.

Opposition motion

Lord BESWICK opened the debate from the Opposition benches by moving a motion *calling* for economic and social policies which would unite the nation and create employment, rather than reduce taxation, renew national pride in our Welfare State and encourage motives of social responsibility rather than *self-interest*.

Constructive discussion was required to get the widest possible agreement on Government policies which affected us all, he said.

We had to consider the sort of society we would like to be.

Calling for new public spending policies, he condemned assumptions of infallibility *under Mrs Thatcher as* "the unacceptable face of democratic Government."

The pound had slumped to an all-time low, while unemployment was at an all-time high. For the first time there was a deficit in the overseas trading account.

The Chancellor of the Exchequer had been massaging his accounts with oil revenues and the sale of national assets worth millions of pounds.

Enormous sums could be used to build the country's future, but the Prime Minister had said that taxes should be cut. Was it not just possible that somewhere some of our priorities were wrong.

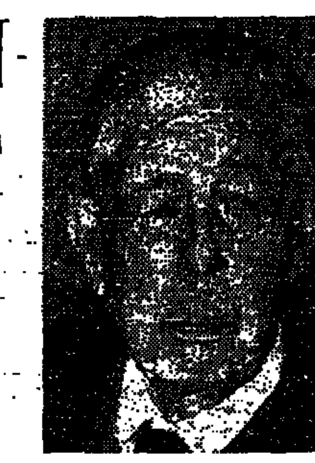
Strike condemned

The Earl of GOWRIE, the Government's Economic affairs spokesman, condemned the miners' strike as heartbreaking, tragic and unnecessary.

"There is no winter of discontent," he said. "There has never been effective Parliamentary support for the strike, and there is less and less support outside Parliament."

The message was that the *Government and the nation* was not being defeated by a largely Left-led public sector trade union.

Lord Gowrie said that though the Government was confident that its economic *strategy* would produce growth and new jobs, it recognised the special *problem of unemployment* and that the overall strategy was not enough by itself.



Lord STOCKTON: You borrow the money and then produce.

Bishop of BIRMINGHAM: Need to feel a sense of purpose.

Maiden speech

For the Liberals, Baroness SEEAR accused the Government of being obsessed with monetarism. "It is because the *Government is so dominated* by this economic theory that it is unable to graps the social and *political aspects of the problems* we face," she said.

The Bishop of BIRMINGHAM, *the Rt Rev Hugh Montefiore*, making his maiden speech, said it was sad to reflect that while *war united the nation and* brought out the best in people, peace tended to make them self-centred *and brought out divisions*.

The miners' strike was, at *least in* part, an example of the struggle between north and south.

People needed to feel a real sense of purpose and that they were participating in a just society.

Lord CLEDWYN of PENRHOS, Labour leader in the Lords, said a combination of high unemployment and acute insecurity had prompted the miners' strike. The Government had an obligation to draw up an agenda by which a settlement could be achieved.

"If both sides can move away from public rhetoric to private negotiation a working format could be agreed," he believed.

Lord MONKSWELL, the newest hereditary peer on the Labour benches, who took his seat in the Lords on Tuesday, praised Lord Stockton's analysis of Britain's economic ills.

"Lord Stockton revealed a fairly shattering division. I was brought up to believe that Conservative policies were always wrong and the party was totally united.

But my illusions are now shattered because the Earl has *revealed to me, in glowing* terms, that the Tory party is in fact terribly divided," he said.

The Bishop of NORWICH, the Rt Rev Maurice Wood, praised the Government for succeeding in the battle against *inflation*. He also praised the Government's youth training scheme in Norwich, which was resulting in well over 50 per cent. of local youngsters finding work.

MEDICAL AID FOR ETHIOPIA PLEA

A plea to the Government to send medical teams to Ethiopia to combat the cholera outbreak *ravaging refugee camps* was made by Dr DAVID OWEN, S D P leader, during Commons *Question Time yesterday*.

Mr Malcolm Rifkind, Foreign Office Minister, replied that the Government had committed £14 million in aid to Ethiopia, and Mr Timothy Raison, Overseas Development Minister, would give careful thought to the best way this could make a contribution.

MONEY-SAVING CALL REJECTED

A suggestion to cut costs by sending overseas Foreign Office officials' children to State instead of public schools, put forward at Question Time by Mr DALE CAMPBELL-SAVOURS (Lab., Workington) in the Commons yesterday, was rejected by Sir GEOFFREY HOWE, Foreign Secretary.

For many years the salaries of officials in remote stations had been supplemented in this way. *It would be wrong to* make such changes "for the narrow, bitter class reasons you *advance*," he told Mr Campbell-Savours.

DEBATE ON PITS AGAIN DENIED

By WILLIAM WEEKES Parliamentary Staff

CLAIMS that the Government and "elements" within the Coal Board wanted to prevent a negotiated settlement of the miners' strike were made in the Commons yesterday as Labour M Ps again demanded an emergency debate on the dispute.

Two applications were turned down by the SPEAKER, Mr Weatherill, who reminded the House of his earlier remarks that there should be a debate at an appropriate moment and when it would be helpful to a *settlement*.

As before, he said that the requests did not meet the criteria for an emergency debate.

'Observation of reality'

Conservatives protested noisily when Mr ROBERT CLAY (Lab., Sunderland N.) appeared to predict fresh disorder on the picket lines if miners believed there was not going to be a negotiated settlement.

"That is not a threat," he responded. "It is an observation of reality.

"*People who believe Parliament does not give a damn about what happens have nothing else left to resort to.*"

Mr Clay, in his application for a debate, accused the Government and Coal Board "hawks" of being determined to prevent negotiations on any conditions.

By way of evidence, he cited the meeting on Monday between members of the N U M and Mr Ned Smith, the Coal Board director-general of industrial relations, which, he said, lasted from 12.55 to 3.25 p.m.

Discussions 'useful'

Though both sides signed a *minute saying* the discussions had been useful, the miners' representatives were greeted as *they left the* building with the 1 p.m. edition of the London STANDARD quoting Mr Michael *Eaton*, the Coal Board spokesman, as saying the talks had failed.

"It is clear that a *senior* official of the N C B, who must have had authority from the Government, had effectively told the Press that these talks had failed even before they started."

The other application for an emergency debate was made by Mr GEOFFREY LOFTHOUSE (Lab., Pontefract and Castleford), who accused the "public school punks" on the "Tory benches of taking a "sadistic pleasure" on the plight of the miners.

'Social harm' in Post Office cuts says Labour

By PETER PRYKE Parliamentary Correspondent

THE rigorous financial targets for the Post Office set by the Government were responsible for a closure programme which would cause serious social harm Mr JOHN SMITH, Shadow Industry Secretary, said in the Commons last night.

The elderly and disabled would be particularly vulnerable, he said.

The demand that counter services should show a higher profit had led to the possible closure of 78 main post offices and 900 sub post offices, he said.

Mr GEOFFREY PATTIE, Information Technology Minister denied that the financial targets were responsible for the closure programme, which *is concentrated on urban areas*.

He argued that the existing network, with a total of 1,567 main and 21,000 *sub offices, was* excessive and out of keeping with shifts in population.

Mr Pattie said that rationalisation was needed so that the Post Office could finance technological innovations such as automatic cash dispensers.

Rigorous targets

Mr SMITH, moving a motion condemning the Government's financial policies towards the Post Office, asked why closures were necessary when a profit of up to £110 million was likely this year.

The reason was the new financial regime, he said. The Government no longer paid the Post Office its costs plus a two per cent. profit margin for its work for Government departments.

Much more rigorous financial targets had been set for the *Post Office*. Counter services, despite the fact they would make a substantial profit of about 12 million this year, were being required to make an increased profit.

"The targets are set at a level which require *counter services to indulge in* a major cost cutting exercise, leading necessarily *to closures,*" said Mr Smith.

This was "at a time when they are under pressure because the Government is removing business from them by other means of paying pensions."

Greater efficiency

Denying that the Government was responsible for the closures, Mr PATTIE acknowledged that the Post Office had been required to reduce its real unit costs.

This meant greater efficiency on the part of the Post Office, but did not actually require a mark-up in profits.

The Government had been satisfied that the Post Office's proposals were not inconsistent with the statutory social obligations.

He said that those such as the elderly and disabled would *have the opportunity to arrange* for friends and neighbours to collect their payments.

The Post Office's *response to new competition* was reflected in its technology programme, including a network *of automatic* cash dispensers and plans for counter automation.

But this could not be done if it was tied to a network which was now in excess of the standards which had been laid down for the urban areas in the past.

He pointed out that in the last five years of the Labour Government, 1,140 post offices had closed compared with 734 in the last five years of the Conservative administration.

Mr SMITH said that for many *communities post offices played* a vital role, in the administration of the social security *system, and a place where the* elderly could meet friends and neighbours as well as collect *their pensions*.

'Relentless process'

The closures were part of a relentless Government process of increasing unemployment and reducing *public and* community services simultaneously.

Two Conservative backbenchers criticised the closure proposals. Mr RICHARD ALEXANDER (Newark) said the decision to close two sub offices in his constituency was "a disgrace."

"It is a decision taken against the clear evidence of hardship for *the least fortunate* people — those least able to cope, those who need help most." It was a decision *that* "should not take place in a caring civilised society."

The Labour motion was defeated by 348 votes to 208. Government majority 140.

MPs PROTEST OVER STRIKE

By Our Parliamentary Staff

TORY M Ps complained in the Commons yesterday about the withdrawal of services *in their* own post office, part of a London-wide strike coinciding with the debate on counter closures.

Mr JAMES PAWSEY (C., Rugby and Kenilworth) told the Speaker, Mr Bernard Weatherill, that the strike had seriously impeded M Ps in their *duties*.

Mr Weatherill said that he hoped the withdrawal of services would not recur.

But Mr HARRY EWING (Lab. Falkirk E) criticised complaints about what was only a temporary closure. The closure programmed would cause great inconvenience to hundreds of thousands of people "on a permanent basis."

Howe snub for Euro inquiry

By Our Parliamentary Staff

THE Government would not co-operate with the European Parliament's *inquiry into alleged police* brutality during the miners' strike, Sir GEOFFREY HOWE, Foreign Secretary, made clear in the Commons yesterday.

"We will not co-operate with inquiries on subjects outside the European Parliament's responsibilites. That includes police matters," he said.

Mr TEDDY TAYLOR (C, Southend E) urged the Govern*ment not to* co-operate with "bands of so-called Euro M Ps descending on this country to *investigate matters* of purely domestic interest like the conduct of the police during the *miners' strike*."

'Scant respect'

The Foreign Secretary said it was deplorable that the Labour party had allowed this matter to be dragged onto the floor at Strasbourg with scant respect for the authority of the House of Commons.

Today in Parliament

HOUSE OF LORDS

3: Consolidated Fund Bill, all *stages*; *Prosecution* of Offences Bill, cttee; Fishing Vessels (Acquisition and Improvement) (Grants) (Amdt) cheme; Agriculture and Horticulture Grant Scheme; Food and Environment Protection Bill, report.

HOUSE OF COMMONS

2.30: Rate Support Grant (Scotland) Order; Rating of Industry (Scotland) Order.

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Applications are invited for the above post which is available immediately. This is an important new appointment with responsibility for developing the commercial potential of the University's catering, residential and sports facilities for vacation use such as conferences, holiday flats, recreational and similar purposes. The successful candidate should have the managerial skills necessary to co-ordinate and expand existing activities in these areas and the commercial experience relevant to the development of an effective marketing programme. There will be a small commercial office and the Commercial Manager will be responsible direct to the Bursar. Candidates should welcome the challenge of a new situation and the opportunities which it offers for a positive and enterprising approach. Salary will be negotiable up to about £17,500 a year. The appointment will be initially for five years. Longer term prospects will depend on its success. Further particulars may be obtained from The Registrar, The University, Leeds LS2 9JT, quoting reference number 117/37. Closing date for applications 15 February, 1985.

DALER/ROWNEY GROUP OF COMPANIES EXPORT MARKET MANAGER

The Daler/Rowney Group of Companies wish to appoint an Export Manager for their key Western European Market. Reporting to The Export Marketing Manager, the successful candidate will be responsible for the profitable marketing of a wide range of high quality fine arts, graphic and framing products, to exclusive national distributors. Candidates must have experience in selling consumer goods—ideally to overseas distributors. A knowledge of the art material or similar industry is preferred. Fluency in French and/or German is essential. Attractive remuneration including excellent fringe benefits. Relocation expenses will be considered where appropriate. Write in the first instance with c.v. and details of current salary to: Export Marketing Manager, Daler, Rowney Group, PO Box 10, Bracknell, Berkshire, RG12 4ST.

FACTORY MANAGER KING KLIK BAND TOOLS

We need a manager for our factory. Mainly assembly, packaging, stores. Great scope for a great organiser and man manager. Please write to W. Townley, Director, Riveting Systems Ltd. Harehill, Todmorden, Lancs. OL14 5JY.

FINANCIAL MANAGEMENT CONSULTANT?

You have no doubt seen vacancies for Financial Management Consultants advertised and have perhaps wondered what exactly this entails. In a lot of cases it means selling Life Assurance, Pensions, and Investment Plans. However at Allied Hambro Financial Management it means a lot more. We are in a unique position to offer our clients a complete integrated range of financial services including Portfolio Management and Banking Services. Consequently we require people of integrity to train for a career in this wider sphere of financial Management Consultancy. We consider trained totally professional people crucial to our future success. Tel. London and Home Counties — Mr Richards 01-637 7300; Salisbury and South West — Mr Harrison-Allen 0722 330821; Warrington and North West — Mr Tarleton 0925 573511; Yorkshire — Mr Burrow 0904 643311; Teesside and North East — Mr Mackenzie 0642 769965; Scotland — Mr Cittens 0382 22442; Essex and E. Anglia — Mr de Burgh 01-518 6922.

MEDIA SALES

Exciting growth medium £16,000

Post Office QTV is a point of sale advertising medium located in 500 of Britain's busiest high streets. It offers cost effective airtime to national TV advertisers. It has unique media benefits, excellent credibility and has attracted an impressive list of satisfied customers. We seek an outstanding salesperson to help build on our success to date. He or she will receive a high salary, excellent commission, company car and the satisfaction of working in a high growth business. Previous experience of advertisement sales is not important. If you are a successful salesperson seeking a fresh challenge then please send brief details of your career to date (and a daytime telephone number) to: Iain Herbertson, Post Office QTV Sales, 1 Gaylord Road, London W12 9BY. or telephone 01-743 8618 for an application form.

NEW YEAR, NEW JOB

We are looking for 3 people who want to make 1985 the best career move they've ever made. You must be dynamic, ambitious and work well in a competitive and quickly expanding business environment. Rewards will be high for successful applicants who should be 23+. For details phone Susan Toogood or Michael Hageski on 01-240 5055.

MOTOR VEHICLE DISTRIBUTORS—SCOTLAND

PARTS MANAGER

Our client, Macrae and Dick Ltd., is an old established and highly respected group of motor distributors covering the North and North East of Scotland. The company wishes to appoint a Parts Manager to take control of their corporate parts wholesaling operation based at their new head office in Inverness which has a parts turnover in excess of £1·5M per annum, covering Jaguar, Austin Rover, Land-Rover, Freight Rover and Rolls-Royce franchises. Applicants must have a sound knowledge of parts management in the motor trade and of computerised inventory control systems. He or she must have a firm commitment to parts marketing supported by excellent customer service. Age range 30/45. The salary and fringe benefits are excellent. Applications will be treated in confidence and nothing passed to our clients without permission. Please telephone or write to Peter Liddell quoting Ref No MC/505. MOTOR TRADE SELECTION Kent House, 87 Regent Street, London W1R 7HF Tel: 01-734 6695

REDUNDANT MANAGERS and executives phone Peter Elery, tel. 01-409 2655.

THORPE PARK, CHERTSEY, SURREY.

DEPUTY ASSISTANT OPERATIONS MANAGER

To assist in supervising the Operations Department for the 1985 season, commencing 1st March. Previous leisure industry and staff management experience essential. Contact Mrs Jane Harley, Personnel Officer, now, for further details. Leisure Sport Ltd., Thorpe Park, Staines Road, Chertsey, Surrey. Tel: Chertsey (09328) 62633.

WORK STUDY/O & M/business analysis required. — 03403 5885.

IS YOUR FOOT ON THE RIGHT LADDER?

Enjoy the rewards of a highly successful sales career in the high-tech business equipment industry. Our client is a top-performing company with an enviable reputation for providing talented people with the opportunity to enjoy the first-class training and highly competitive products needed to prepare them for a realistic income of

£25-£30,000 P.A.

Continuing expansion will provide early promotion opportunities and the chance to work with increasingly sophisticated products in the fields of both data processing and telecommunications. Ideally, you should be aged between 21 and 30 with a sound educational background, but most particularly you must be able to demonstrate a capacity for consistent performance and a high measure of personal drive. Make 1985 a very special year for you by ringing Roy Norris at Classical Management, for an informal discussion NOW on 01-439 9241.

ENGINEERS

A FREE 100-PAGE GUIDE TO job markets for ENGINEERS HNC/BSc under 40? Get yours now from SRL (agy), 125, Gunnersbury Lane, W.3. 01.993 6171 or 993 6179 (eves).

AEROSPACE ELECTRONICS

Analogue, Digital Microprocessor (H/Software) RF Microwave for Des/Dev test. Systems in Comms. Sonar Rada GW. For FREE GUIDE tel. STS Recruit 0962 69478 (24 hrs.).

AIRCRAFT ENGINEERS

Join the High Dollar earners overseas. We have immediate openings for people in the following disciplines:

STRESS ENGINEERS
STRUCTURES DESIGNERS (Saleon exp. useful)
N.C. PROGRAMMERS (3, 4 and 5 Axis)
METHODS/PROCESS PLANNERS (A/C engine parts)
ELECTRONIC DESIGN ENGINEERS (Analog/digital circuits)
WEIGHTS ENGINEERS
FLIGHT TEST ENGINEERS (F.A.A. background an advantage)
MECHANICAL DESIGNERS (Hyd. systems, &c.)
PRODUCTION PLANNERS (Sheet metal parts)
SYSTEMS ENGINEERS (Mech. and fluid)

If you have over four years' current experience in any of the above disciplines, please forward resume immediately to:

LPL ENGINEERING SERVICES LIMITED. Suite 3, 71, Oxford Street, London, W1R 1RB. tel. 01-434 3777.

OFFICES WORLDWIDE.

CONTRACT PERSONNEL UK/Overseas: Onshore/Offshore

Civil Engineers; Site Engineers; Planning Engineers, Geotechnical Engineers; Temporary Works Engineers; Materials Engineers; Laboratory Technicians; Detail/Design Draughtsmen; Land Surveyors; Dimensional Control Engineers/Surveyors; Engineering Surveyors; Hydrographic Surveyors; Survey Technicians; Cartographic Draughtsmen; Geological Draughtsmen. We are currently updating our register, please forward current C.V. or apply for an application form. Project Technical Services Limited, Cleveland House, Cleveland Street, Darlington, Co. Durham. DL1 2NU. (0325) 31525 Licensed Agency.

BUILDING SERVICES DES., draughters + engrs exp. electrical, HVAC + pub. health for perm. + cont posts in Lond. + Home Counties. 01-748 0007. Rosland (Agy).

CONSULTING ENGINEERS require experienced reinforced concrete design engineers to control structural projects in their London offices. Good salaries and benefits by negotiation. Apply with career details to Partnership Secretary, Clarke Nicholls & Marcel, Galena House, 8-30 Galena Road, Hammersmith W6 0LT.

INSTRUMENTATION/ ELECTRICAL ENGINEERING

Qualified and experienced system/control engineers are required to facilitate the controlled expansion of the company activities. These activities are related to the oil and gas production/distribution, water treatment/distribution, process control and installation engineering industries. Applicants who can demonstrate experience in design, manufacture and field installation of projects from quotation through to commissioning including financial control and documentation should apply to join project teams currently based at Ewell, nr Epsom, shortly relocating to Croydon, Surrey. Excellent career prospects, salary commensurate with experience and qualifications. Full C.V. and references to: Mr R. L. Day—Director, I.C.E. Petrochemical Engineering Ltd, 1, Cheam Road, Ewell, Epsom, Surrey KT17 1SP.

JOHN TAYLOR & SONS (Consulting Engineers wish to recruit

ELECTRICAL ENGINEERS

John Taylor & Sons are international consulting engineers who undertake the design and supervision of large projects, principally in the fields of sewage treatment and water supply engineering. Vacancies exist in our London Office for two electrical engineers. Successful applicants will join project teams and will be required to demonstrate experience in at least two of the following:—
Power System Design
Motor Control Gear for Fixed and Variable Speed Applications
Instrumentation and Control
Building Services including UkV Distribution
Base Load and Standby Power Generating Systems
Applicants should possess an engineering degree and if not already Chartered Engineers should have the necessary qualifications and experience to achieve chartered status in due course. Applicants should be prepared to work overseas if requested. Applications in writing, accompanied by details of career and qualifications, to:— The Personnel Manager, John Taylor & Sons, Artillery House, Artillery Row, London, SW1P 1RY. Telephone: 01-222 7050

ELECTRONIC FIELD SERVICE Free list of jobs to £14,000. Capital Appts. 01-808 3050.
ELECTRONIC DESIGN.—Free list of jobs to £16,000.—Capital Appts. 01-808 3050.

ENGINEER SURVEYOR

Required for inspection of pressure vessels, lifts, cranes and associated mechanical and electrical plant. Vacancies in many areas in U.K., with off-shore and overseas opportunities available. Applications are invited from qualified and experienced Engine Surveyors, for both full and part-time employment. Would particularly suit early retirees. Apply to: Divisional Manager, SGS Inspection Services Ltd., Inst. Division, 329-331 London Road, Camberley, Surrey GU15 3HQ.

FIELD SALES ENGINEER QUARRY AND CONSTRUCTION INDUSTRY

34-40 preferably experienced contacts with Managers and Site staff, leading Quality Products introduced in UK many years. Based West London area but prepared travel frequently throughout UK. Attractive salary, good prospects, pension scheme. Company car. Please write F.S.148560, Daily Telegraph, E.C.4.

HVAC/ELECTRICAL to £14K. Capital Appts. 01-808 3050.

MANAGER— QUALITY ASSURANCE

£ Negotiable

Opportunity occurs at a senior level for a professional engineer with experience in the field of Quality Assurance in an R & D environment to establish and implement effective, economic systems to achieve and monitor compliance with appropriate national standards and other engineering procedures, codes of practice etc. to comply with DEF STAN 0521. Competitive salary and excellent benefits. Applications to the Personnel Manager, ERA Technology Limited, Cleeve Road, Leatherhead, Surrey, KT22 7SA, quoting reference 90/158.

MARBCO EUROPE LTD

require the following categories of personnel for current/future client contracts covering petroleum (on/off shore) petrochemical and power industries both U.K. and overseas.
Mechanical Engineers/Technicians
Instrument Engineers/Technicians
Electrical Engineers/Technicians
Process Engineers
Commissioning Engineers/Supervisors
Q.A./Q.C. Engineers
Cost and Planners
Construction and Maintenance Engineers/Supervisors
Project Engineers
Discipline Designers/Drafters
Inspection Personnel
Material Engineers/Inspectors
For Engineer categories require H.N.C. or equivalent. Apply in confidence to: Marbco Europe Ltd., 24 Dudley Court, Cramlington, Northumberland, NE23 6QW. Tel.: (0670) 736636.

LONDON SCHOOL OF ECONOMICS

MECHANICAL SERVICES SUPERVISOR

£11,020-£11,877 (including London allowance).

The London School of Economics, part of the University of London, is looking for an experienced Mechanical Services Supervisor to join its present team of maintenance staff. The person appointed would be directly responsible to the surveyor for the operation, maintenance of and alteration to the heating and ventilation plants, and for the supervision of directly employed and contract labour in these tasks. The suitable candidate will probably be qualified to ONC level, or at least have City and Guilds. He/she will have had several years experience in this field, at least the last three being in a supervisory position. Experience of planned preventative maintenance and fuel economy techniques an advantage. The person appointed will work Monday to Friday and be entitled to four weeks annual leave plus one week at Christmas, one week at Easter and statutory public holidays. Other attractive conditions include a University Superannuation Scheme and comprehensive sickness benefits. If you are interested in this position please write or ring for an application form and further details to the Personnel Office, 01-405 4769, London School of Economics, Houghton Street, London, WC2A 2AE.

PRINCIPAL COMMISSIONING ENGINEER EHV SUB-STATIONS KUWAIT c. £21,000

The successful candidate who will have a BSc or HND in Electrical Engineering and be aged between 30-45, will be fully responsible for organising and scheduling the commissioning of E.H.V. Sub-Stations (300/132/33/11KV).

In addition to supervising up to 30 Engineers he will take an active part in the actual commissioning work itself and be fully aware of the necessary safety procedures.

Excellent conditions of employment include free food and accommodation, company car and excellent leave entitlement.

To apply telephone Jim Lowndes on 01-549 6680 or write with full cv to: Richard Brooks and Partners, Gough House, 57 Eden Street, Kingston upon Thames, Surrey. (Agy).

QUALITY ENGINEERS, Electronics Ind. to £17K. Capital Appts 01-808 3050.
QUANTITY SURVEYOR exp in bldg, civils, or m + e. Age 22 + req. for perm posts in London + Home Counties. 01-748 0007. Q.S.A. (Agy).

ELECTRONIC ENGINEERS. Salary to £12,000 p.a. to work for an expanding profitable organisation. Vacancies exist for work in customer support, hardware, software and testing. Applicants should be HND or degree qualified engineers. Salary depends on the position and experience. For details and to apply, write or telephone: Colin Morgan, Morgan Recruitment and Selection, 3a, Museum Street, Ipswich IP1 1HQ. Tel. 0473 54302.

SALES ENGINEER

We require an experienced Sales Engineer responsible for selling a range of Metalforming Equipment. Applicants must reside in the Midlands area and preferably have a sales record of Mechanical and Hydraulic Presses, Press Brakes and Shears. The Company offer a good salary, plus commission, company car, private pension and medical scheme. Please apply in confidence to: Mr C. Rees, Sales Manager, Machine Tool Agencies Ltd., Wedgnock Ind. Est., Rothwell Road, Warwick. Tel. 0926 496361.

SALES ENGINEER

required to promote sales of air conditioning motor and temperature control systems to consultants and contractors. Experience in the industry is preferable but not essential. This position is based in London area, but sales trips overseas could be necessary. CV to Managing Director, Synchronised Systems Ltd., Riverside Estate, Causeway, Staines.

INSTRUMENT CONSTRUCTION MANAGEMENT OPPORTUNITIES ON/OFFSHORE

SAUDI ARABIA

Immediate vacancies have arisen for:—
INSTRUMENT DESIGN ENGINEER (Ref. C1) to form part of the Engineering Support Group. Based onshore with frequent visits to the offshore locations.
INSTRUMENT SUPERVISOR (Ref. C2) to form part of the Offshore Management Team monitoring the Contractor's performance.
Applicants must have at least five years proven experience in the management of offshore construction, hook-up, subcontractors and an HNC or equivalent qualification is desirable for the position at Engineer level. Both appointments carry competitive salaries and are for single status one year contracts. Please send a comprehensive cv, quoting appropriate reference number to: The Construction Department, Davy McKee (London) Limited, 250 Euston Road, London NW1 2PG.

SAUDI ARABIA

Engineer c. £21,000.

Min. qualification C. and G. or O.N.C., 10 yrs experience, operation and maintenance of bulk grain, handling machinery. Three leaves p.a. Free food, accommodation and medical cover. Bachelor status. Write with full c.v. and qualifications to S.A.14874, Daily Telegraph, E.C.4.

SURVEY SYSTEMS LIMITED

LAND AND HYDROGRAPHIC SURVEYORS
NAVIGATION POSITIONING OPERATORS/ENGINEERS
GEOPHYSICAL OPERATORS ENGINEERS
ROP PILOTS/TECHNICIANS
SITE ENGINEERS
SETTING OUT PERSONNEL
in CONTRACTS U.K. AND OVERSEAS PERMANENT AND FREELANCE BASIS
C.V.'s—Contact: Survey Systems Limited Hunter's Close Dean Row Road Wilmslow Cheshire SK9 2LX. Tel.: (0625) 533444

TECHNICAL AUTHORS. Experienced electro-mech authors urgently required for lucrative contracts in Sussex and Scotland. Top quality authors (all disciplines) are always required for various locations. CVs to E.S.S. Ltd., 29 Castle St., Reading, Berks, RG1 7SJ. (0734) 594949. (Agy).

WORK STUDY ENGINEERS

Urgently required for contract assignments in all areas. Tel. John Evans & Associates Ltd., 021-356 5577 (Reverse charges). Agy.

SCIENTISTS AND TECHNOLOGISTS

THE BRITISH ARKADY CO. LTD. REQUIRE A

CEREAL TECHNOLOGIST

The British Arkady Co. Ltd. is a major manufacturer of speciality ingredients for the baking industries of the United Kingdom, Europe and the U.S.A. We are looking for a chemist or food technologists to further expand our research and development activities in this important area of our business. As the successful applicant you will be principally involved in all aspects of flour and baking technology. Specifically you will liaise with our marketing function to originate technical briefs and translate these into projects which you develop in the laboratory pilot plant and finally implement in customers' bakeries. You may be required to work in craft bakeries and fully automated computer controlled plants.

Probably aged 25-32, you should possess a degree in chemistry or food science and have at least 3 years' experience within the food industry. A knowledge of modern baking methods would be highly advantageous. We offer a competitive salary and career prospects, as you would expect of a fast growing company, are excellent.

Please write for an application form in confidence to:—Mr A. Williams, British Arkady Co. Ltd., Skerton Road, Old Trafford, Manchester M16 0NJ.

CHEMIST / PESTICIDES Practical, innovative and flexible person required for new and rapidly developing agrochemical company. Join small and friendly team to work in a well-equipped laboratory on development and analysis of products, degree or HNC. Relevant experience great advantage. Appropriate salary. Write with C.V. including current salary to: Technical Director, Ash Agro Formulations, Ness Road, Slade Green, Erith, Kent. DA8 2LD.

LABORATORY TECHNICIAN

Keeling & Walker, producers of tin oxide, require a laboratory technician. The candidate will support and understudy the Technical Manager, who is responsible for quality control and R. & D. The candidate should hold a degree or equivalent qualification and have experience in the manufacture and testing of inorganic materials, particularly those related to ceramic colours. Apply with c.v. to Mr David German, KEELING & WALKER LTD., Whieldon Road, Stoke-on-Trent, ST4 4JA.

NATURE CONSERVANCY COUNCIL (Commissioned Research —Contract Posts)

ENTOMOLOGISTS for collation and assessment of species and site data for invertebrates as part of the Invertebrate Site Register Project.

Applications are invited for contract posts with the Nature Conservancy Council, each for a fixed period of two years starting 1st April, 1985. Three posts will be responsible for producing county reviews of important sites for invertebrate conservation. Two posts will be responsible for preparing national conservation reviews for the Coleoptera, Diptera or Hymenoptera.

QUALIFICATIONS: Candidates should have a first or second class honours degree or equivalent in zoology, with a strong emphasis in entomology, for appointment at Scientific Officer level. For appointment at Higher Scientific Officer level at least two years' relevant post-graduate experience is required. Those with a degree or equivalent of a different nature must be able to demonstrate adequate entomological knowledge.

SALARY: Scientific Officer, £5,909 per annum. Higher Scientific Officer, £7,435 per annum.

The N C C is an equal opportunity employer.

The posts will be based in Peterborough. Possession of a current driving licence would be an advantage.

Application forms and further details are available from Mr K. Kettell, Nature Conservancy Council, Northminster House, Northminster, Peterborough, PE1 1UA.

The closing date for receipt of application forms is 18th February, 1985.

Continued on Page 15

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FORD ANNOUNCE THE FIRST DIRECT INJECTION DIESEL IN A VAN.

Don't be deceived by that familiar Transit bonnet line: beneath it lurks an economic miracle.

The first-ever direct injection diesel developed specially for the medium van. Test drive it, and you'll be so impressed by the way the 2.5 litre Di moves you could well miss what doesn't. The fuel gauge.

THE COMPETITION CAN'T COMPETE.

Even in mixed driving, semi-laden, Ford calculate a one-tonne Transit Di is capable of 36 mpg.*

Over 25,000 miles – less than a year's driving for many "trunking" vans – such miserly thirst makes the Di about £150 cheaper to run than the next best fuel efficient van on the market.

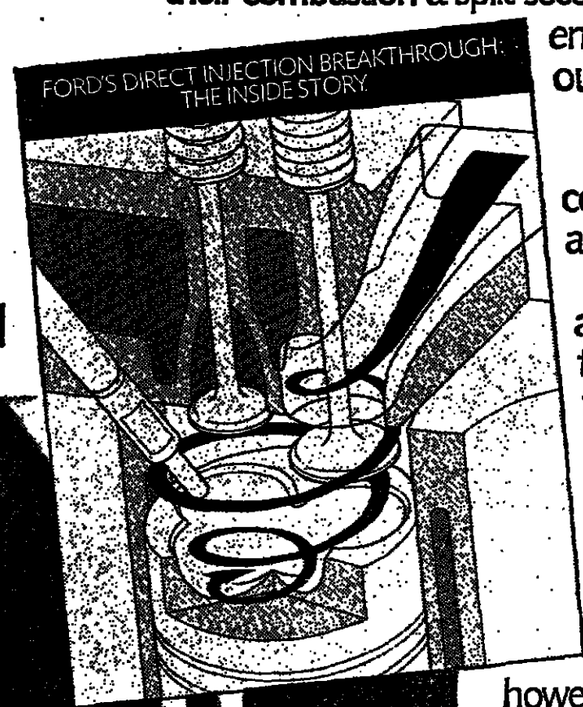
It really is like having every eighth gallon free.

It's also like having your cake and eating it. So simple is the new engine that it cuts overheads as well as consumption: so efficient is it that all the familiar drawbacks of diesel van operation are removed at a stroke.

MORE POWER FROM LESS FUEL.

Gone is the glow-plug, the waiting and wondering about ignition. Gone, too, is the ponderous two-stage combustion process of indirect injection, which blows so many unburnt hydrocarbons out through the exhaust and gives diesel its "smelly" reputation.

The development by Ford of "swirl" technology (see diagram) enables faster, more thorough mixing of air with fuel, and their combustion a split-second later in the one place where energy can be translated directly into output.



The piston crown.

You feel the benefits where they count most: under your right foot and in your wallet.

For while the Di sips less than any comparable diesel, it revs more freely and develops maximum torque higher in the power band. At the same time, careful choice of gear ratios means that it drives and accelerates like a petrol engine.

WHAT'S A GARAGE?

It's no quicker into the garage, however.

Simple oil and filter changes at 6,000 miles, and major service intervals only at 12,000, make the Di as cheap to run as it is to fuel.

More than £130 million has been invested by Ford in giving the Di its unique blend of economy with performance, so it's hardly surprising the others have some catching up to do.

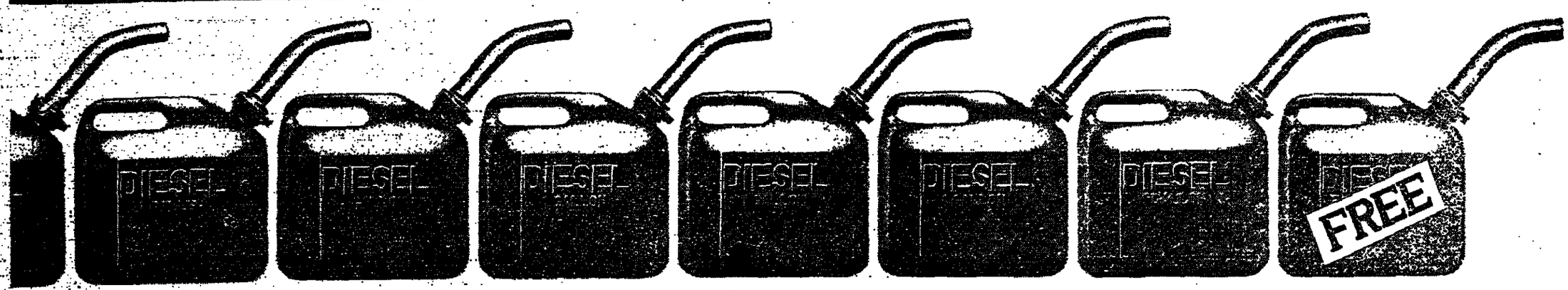
With fuel the price it is, though, can you afford to wait?

FORD TRANSIT

Ford

FORD CARES ABOUT QUALITY.

*Fuel economy figures are an average of the ELA urban cycle and a constant 56 mph, and both performance and fuel economy are measured and calculated by Ford Motor Company Limited in line with EEC procedure 80/1268/EEC, or manufacturers published figures.



IT'S LIKE HAVING EVERY EIGHTH GALLON FREE.

Challenging opportunities in telecommunications at BNR Limited

Based in Canada, BNR (Bell-Northern Research) enjoys a considerable international reputation for incorporating advanced software engineering with the latest digital electronic technology. Since opening our first European R & D laboratory in Maidenhead last year, business growth in the U.K. has been remarkable.

We are currently developing international versions of Northern Telecom's digital PABXs and urgently require experienced professionals to help us sustain our present rapid growth rate. Excellent opportunities are now available for people with demonstrated experience in the following disciplines:

Software designers
With knowledge of one or more of these areas:
- systems software
- real time systems
- call processing
- maintenance systems
- distributed processing
- packet and circuit switched data
- voice/data network design
- network signalling systems
- international telecommunications standards.

Communication system and features testers
You will create, automate and apply applicable tests to ensure the quality of software and hardware releases, and provide testing support to software designers. A BSc or equivalent experience in either a hardware or software test environment is needed.

Product simulation specialist
You will update and maintain a central office switching system; identify and install product hardware. 2-4 years experience in hardware testing and maintenance is essential.

VM systems specialist
To write new software tools and software support packages using VM-SP-CMS, evaluate back-up systems, install and update software, provide on call problem solving and information services to users.

Hardware development engineers
We are looking for engineers with 3 years design experience and knowledge of:
- digital switching systems
- digital circuits
- analogue/digital conversion and PCM
- analogue interfaces
- transmission systems

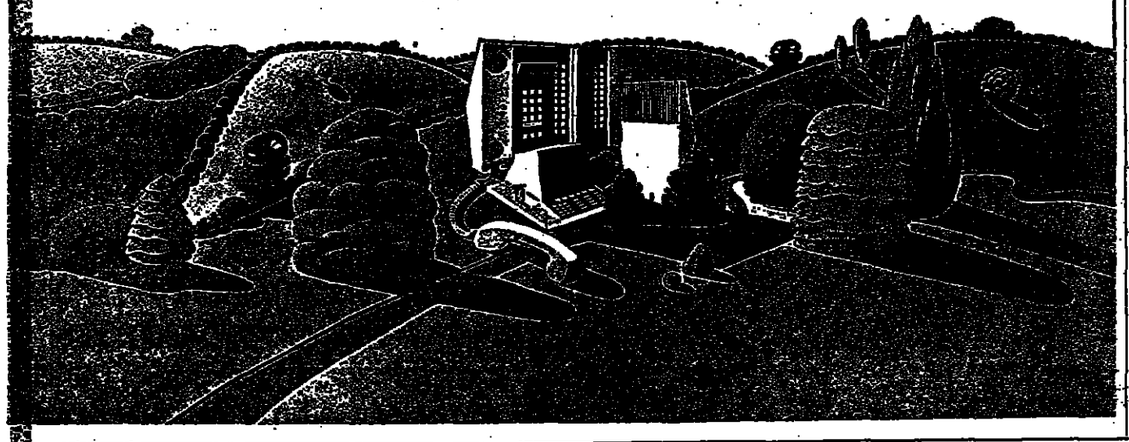
Development data base specialist
To be responsible for all functions relating to Data Base management and systems support to end users. A knowledge of CP-CMS running under VM-SP is essential.

Manager, computer centre
You will manage a staff of 5 in providing service to both internal and external users. Seven years of data processing experience, knowledge of mainframes and CP-CMS running under VM-SP *software is required.*

Telecom design engineers
To define the evolution of telecommunications networks in the areas of:
- voice/data network design and interfaces
- PABX/PSTN switching systems
- network signalling systems
- network planning
- International telecommunications standards

Qualifications
Unless otherwise stated, you should have an honours degree in computer science, electronic engineering or the applied sciences.
Salaries are extremely competitive and reflect creative contribution.
Please forward your C.V. to:
Manager, Human Resources,
BNR Limited,
Dept. M110,
St. Mary's House,
17 St. Mary's Walk,
Maidenhead, Berkshire SL6 1QX.

BNR



Sales Engineers

ADVANCED ELECTRONIC COMPONENTS

✻ Thames Valley / Northern Home Counties
✻ Scotland

Our client is one of the most remarkable companies in the booming electronic components industry, with around thirty production centres worldwide and a compound growth rate of 40% per annum.

The range and consistent quality of their products has earned them international acclaim and their unique style of management fosters freedom of thought and scope for initiative.

Any company that can offer you such a range of excellent products matched to such a unique style of management deserves the best talent on the market.

It is a challenging environment which will appeal to highly motivated sales *professionals aged 24-35 who can* boast a first class track record in electronic component or systems sales.

Genuinely attractive salaries, quality cars, private health cover and relocation assistance will be offered to the successful candidates.

Process Industry Sales Engineers

FLUOROCARBON POLYMER COATINGS

Our client is a substantial and highly successful manufacturing organisation whose dedication to research and development has enabled it to achieve and maintain a leading position in high technology engineering worldwide.

The current requirement is for two energetic and self motivated sales engineers to sell into the chemical, pharmaceutical, and other major process industries, a unique and technologically superb fusion bonded coating designed to give process equipment complete protection from aggressive chemical attack, corrosion and wear.

Aged between 25/45 and qualified to at least ONC level, a successful track record of technical sales within the process industry is essential.

Applicants should be based either in the Greater Manchester/surrounding area or in the South East around Northampton, Reading or the Home Counties.

In addition to a top salary and executive car, successful candidates will enjoy the substantial package of benefits and incentives offered by this major international company.

Our clients are equal opportunity employers.

Preliminary interviews will be held at Heathrow on Thursday 31st January, in Manchester on Tuesday 5th February and in Glasgow on Wednesday 6th February. Final interviews will be held by our clients week commencing 20th February. To discuss the positions in total confidence, telephone Tony Williams or Andrew Neatby-Smith until 8.00 pm daily.

BA **BUCKINGHAM APPOINTMENTS**
Foley House, 12a Maddox Street, London W1R 9PL.
Telephone: 01-629 8677.

Technical Sales and Management Recruitment Specialists.

IN OUR BOOK

Bestsellers need the best Authors

Our client has plenty of bestsellers on its list.

Highly sophisticated electronic equipment and systems which are making a dramatic impact in commercial and defence markets worldwide.

And to support them, its Authors are providing the vital documentation covering their installation, operation, maintenance and repair.

With an order book reaching way into the future, the Company is now looking for additional experienced Technical Authors to join them at their headquarters in a pleasant area of Southern England.

Talented professionals with at least 3 years' experience in a high technology electronics environment, a degree/HNC level qualification and a sound knowledge of microelectronics including microprocessors, digital techniques and data and signal processing.

Salary will be circa £11,000 p.a. plus a whole range of attractive benefits including assistance with relocation expenses where appropriate.

For those able to apply their technical writing skills to a wide range of advanced projects, prospects for advancement are excellent.

For further details, applicants, male or female, are invited to write enclosing full curriculum vitae to Bob Thorpe, STOKES THORPE & ASSOCIATES LIMITED, 1 Fairfield Avenue, Staines, Middlesex TW18 4AB, or telephone him on Staines (0784) 59048/9 (answer phone after hours).

STOKES THORPE & ASSOCIATES LTD

SALES

KENRISON

Our client — Kenrison, based in the High Wycombe area, is a fast growing company in the furniture and systems market. In line with their expansion programme, the following excellent career opportunity now exists:-

SALES EXECUTIVE —
Salary + commission + car + benefits

You will be ambitious, highly self-motivated and determined to make an impact within this competitive environment. Whilst an architectural/contract background is preferable, it is not essential, although you should have at least two years sales experience.

Like the demands, the rewards are high including an open-ended commission structure. Ideally aged 20-30 — M/F.

If you feel you have the capabilities to match the demands, write including C.V. or telephone:-

Scott McLachlan (Ref: SM/200),
Resource Maximisation International,
Stancrest House, 16, Hill Avenue,
Amersham, Bucks.
Telephone: (02403) 28851

resource maximisation

Quality Manager

East Midlands — *Neg. £15,000 plus car*

Our client, one of the major divisions of a long established British Group, is renowned for the quality and performance of its consumer products. Current turnover is c£80m and through modernisation of manufacturing and development of new products, *the Company is strengthening its position as a leader* in domestic and international markets.

Product quality is seen as a major factor in the Company's future success, thus highlighting the importance placed upon this appointment. Reporting to the Operations Director, you will *be responsible for auditing and improving quality standards* through the development of specific improvement programmes. Success will be determined not only by your technical knowledge of quality improvement techniques, but equally important, by your ability to motivate and influence line managers.

Aged 30-40 and technically qualified to degree level you will have extensive quality management experience in a major manufacturing company, ideally in the consumer product sector.

In addition to a salary negotiable c£15,000 and Company car, an excellent employment package is offered, including BUPA membership and generous relocation expenses to an attractive part of the East Midlands.

Austin Knight Selection has been retained to handle initial applications. Please telephone Barrie Witt on 021-455 6255 (office hours) or (06845) 66477 (evenings/weekends). Or write *to him quoting reference 910 at Austin Knight Selection*, Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP.

Austin Knight Selection

Finance Representatives

St. Margaret's Trust is a leading finance house, successful in its own right, and as a subsidiary of Williams and Glyn's Bank and a member of the Royal Bank of Scotland Group is backed by solid, reliable experience and resources. We have an excellent reputation, and feel that *we are helping to create tomorrow's opportunities today.*

Further planned growth requires additional representatives at a few selected branches covering the following areas:-

Central Birmingham ● Cheltenham ● Lincoln and South Humberside ● West Manchester ● Camberley ● Basingstoke ● High Wycombe ● Romford.

Candidates, male/female, ideally within the 22-35 age group (although, experience and capabilities are the real criteria) must have an in-depth knowledge and understanding of instalment credit gained within a financial environment.

The remuneration package includes good negotiable basic salary, company car and excellent pension and mortgage subsidy schemes.

For an informal discussion, please contact John Morley, Personnel Manager, on 0242 36141 or write to him at the address below, enclosing a detailed career history.

St. Margaret's Trust Limited,
The Quadrangle, Imperial Square,
Cheltenham,
Gloucestershire GL50 1PZ.

St Margaret's Trust Limited

A Member of the Royal Bank of Scotland Group

PROCESS ENGINEERS

OFFSHORE INNOVATION... ONSHORE CHALLENGE

Major offshore projects all over the world demand the highest standards in engineering and construction.

Stone and Webster meets these challenges head-on with a clear commitment to excellence and innovation.

This is exemplified by our expanding Offshore Technology Centre, based at our European headquarters in Milton Keynes.

We now need process engineers to continue this work which involves our projects globally.

These posts — some at senior level — will tackle both individual and team leadership tasks. Responsibilities will include conceptual and detailed process designs, process studies and aid in formulating marketing and technical proposals and presentations.

Candidates, aged 25-50, should be graduate or chartered chemical engineers with contracting experience. Alternative relevant qualifications and experience will also be considered.

Highly competitive salaries are complemented by guaranteed increasing annual bonus and an extensive benefits package. Relocation assistance will be paid if appropriate.

To apply ring for more information and an application form, or write with full personal, career and salary details, to John Hudson,
Stone and Webster Engineering Limited,
Stone and Webster House, 500 Elder Gate,
Central Milton Keynes MK9 1BA.
Tel: Milton Keynes (STD 0908) 602253.

stone & webster

Taylor Woodrow International require the following staff to work in their M&E Department in West London:–

SENIOR ELECTRICAL DESIGN ENGINEER

Responsible to the Head of Department for leading the electrical design section on a wide variety of international projects. Applicants should be MIEE and have broad experience of design of electrical building services and LV/MV power distribution.

ELECTRICAL ESTIMATORS

Senior Electrical Estimator

Responsible for the preparation of estimates for electrical services contracts on a wide variety of building services and industrial projects. Duties will include materials costing, planning, labour allocation, taking off, and the supervision of other Electrical Estimators.

Electrical Estimators

Duties will include the preparation of electrical services estimates including take-off, labour allocation, materials costing and planning. Practical experience in electrical installations and previous estimating would be advantageous.

All these posts are based in Head Office, but occasional overseas visits will be required.

Please write or telephone for an application form to: Alan Thornley, Taylor Woodrow International, Western House, Western Avenue, Ealing, London W5 1EU. Tel: 01-991 3154.

Taylor Woodrow International

Production Engineering Manager

c.£12,000 + car
and a real opportunity to develop into the MD/Works Director role.
East Midlands.

Our client is an established company and member of a major UK engineering group who wish to make this new senior appointment.

The successful candidate, male/female, will be responsible for a major recapitalisation programme and all engineering services to presswork, metal polishing, semi-auto welding, tooling and maintenance operations and for the development of a new composite material moulding plant.

This is an excellent career opportunity for a graduate engineer in his/her thirties with several years experience in manufacturing industry.

In addition to salary a bonus scheme is in operation and other good benefits will be provided.

Confidential Reply Service: Please write with full CV quoting reference M484 on your envelope, listing separately any company to whom you do not wish your details to be sent. CV's will be forwarded directly to our client who will conduct the interviews.

Charles Barker Human Resources (Midlands) Limited, 18th Floor, Kennedy Tower, Snow Hill Queensway, Birmingham B4 6JB.

CHARLES BARKER
ADVERTISING · SELECTION · SEARCH

AUTHORS

SOFTWARE AND HARDWARE

U.K. and Overseas

We are currently looking for hardware and software authors experienced in all areas of high technology for challenging and well-rewarded opportunities in our highly successful Engineering Services organization.

Please send full career details quoting ref. R227/197 to:

K.B. Pierpoint, Resources Manager
Intereurope Technology Group Plc.
19-21 Denmark Street
Wokingham
Berks. (EMP/BUS)

INTEREUROPE

Marketing Manager

c.£25,000 — **Consumer Products**

Our client, a major International US Company, wish to appoint a Marketing Manager to take responsibility for the marketing of all their O.T.C. medicines and consumer products in the UK.

Reporting directly to the Marketing Director and supervising a small team of brand specialists, you will be responsible for the formulation and development of all consumer marketing strategies within this highly successful and fast growing International organisation.

Ideally you will be able to demonstrate significant success in marketing management roles serving the supermarket and retail chemist sectors. Equally your expertise in marketing techniques, planning and strategic thinking will enable you to achieve the development and growth required for these important and high potential consumer brands.

In return the Company offers a salary circa £25,000, together with executive car, pension and private medical schemes and the opportunity for personal and career development.

Male or female candidates please write in the first instance with personal and career details, quoting ref. no. 505, to Mercuri Urval, 1 College Road, Harrow, Middlesex, HA1 1YZ.

Mercuri Urval

هكذا من الأصل

صكذا من الاجل

JOB HUNTERS

For a free job hunting information pack and weekly details on the recruitment market place including over 450 new jobs - ring Kevin Edwards on (0742) 704585 or write to PER, Moorfoot, Sheffield S1 4PQ.

First choice for job hunters

PER Professional & Executive Recruitment

For all positions in this composite applications are invited from both men and women.

Project Manager

c£30,000 tax free **Saudi Arabia**

Applications are invited from Engineers possessing a degree or diploma in Electrical Power Engineering from a recognised Institution plus a minimum of 10 years' practical experience in the erection of electricity distribution systems in rural areas. In the course of their career, applicants should have occupied positions of increasing responsibility of an engineering managerial nature. Applicants must have experience, and the ability to organise and control large groups of men, material and equipment on the erection of electricity distribution systems from their commencement to their completion is essential. Voltages range from 0.2 kV to 35 kV.

Send full cv to Aubrey Magill, PER Overseas, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

Chief Engineer

c£17,500 + car **Cambridge Science Park**

A unique opportunity to join a well-established and expanding high technology company at a senior level. Laser-Scan are the world's leading manufacturer of computer controlled laser deflection systems, with applications in computer assisted cartography, film plotters and large screen displays. Currently employing over 100 people and with a turnover of £4M the company's products and services are marketed worldwide. The Chief Engineer reports to the Managing Director and is a member of the Operational Board. The post carries overall responsibility for engineering functions including new products, development, systems and the drawing office. The Chief Engineer is also responsible for the company's internal hardware R & D programme, and for the negotiation of contract R & D services and special system business. Overseas travel will be involved. Applicants must have a degree in physics, electronics, engineering or equivalent and be able to demonstrate their success in developing marketable products of an opto-mechanical or electronic nature. Previous experience managing an innovative interdisciplinary engineering team is essential.

Write with cv to: Madge Sidaway, Personnel Officer, Laser-Scan Laboratories Ltd, Cambridge Science Park, Milton Road, Cambridge CB4 4BH. Tel: (0223) 315414.

Laser-Scan 1982

Chemical Trader

To £15,000 + car **Congleton, Cheshire**

This well established, private company trades in high value chemicals dealing with "blue chip" companies, agents and merchants throughout the UK and overseas. Expansion has created this new opportunity which carries responsibility for the profitability of your own business area. You'll seek out stocks, research products and markets, potential purchasers, negotiating price and delivery dates; ensuring that healthy profit margins are obtained. Aged 30-40, you'll have extensive related experience - ideally in high value chemicals. You'll be full of vitality, able to prove a successful track record in this field. First class salary, car and generous expenses. Excellent prospects.

Send full cv to Dorothy Thompson, PER, 75 Sankey Street, Warrington, Cheshire WA1 1SL. (0925) 52153.

Export Sales Manager

Five figure salary + car **North West based**

Leading British company in the production of special papers seeks an Export Area Sales Manager. The job involves responsibility for the sales of the product range to countries in Western Europe and South America - requiring approximately 12 weeks overseas travel p a. Aged around 30, you should have proven overseas sales experience with fluent German and - ideally - Spanish or French. Knowledge of papermaking is not essential but a mechanical aptitude would be of great advantage. Rewards will fully reflect the importance of the job and there are excellent prospects with this £multi-million organisation. Relocation assistance available.

CV to the Personnel Manager, J R Crompton plc, Elton Paper Mill, Wellington Street, Bury, Lancs BL8 2AS.

CROMPTON SPECIALIST PAPER MAKERS

Works Manager

Negotiable five figure salary **Sheffield**

An opportunity has arisen within Laser Cutting (1981) Ltd to manage the total production function of this small but growing company specialising in high precision cutting by laser. They supply precision metal profiles for a range of applications and also cut ceramics for the micro-electronics industry and are moving shortly to larger premises to cope with UK and overseas orders. The job involves management of all aspects of production including production control, QA, laser application and engineering. Aged 25/35 and qualified to HND/degree level you must have relevant precision engineering experience - ideally involving lasers, electro-optics or similar. Knowledge of CNC machines is expected. Relocation assistance may be provided. Exceptional prospects.

Send full cv indicating present salary to Mr C Peace, Managing Director, Laser Cutting (1981) Ltd, Catley Road, Sheffield 9, marking the envelope Private & Confidential. Application form available on request.

Technical Sales Representatives

Competitive salary + car **North & Midlands**

Sika Ltd, pioneers in the development of concrete and mortar admixtures, commenced manufacturing in the UK over fifty years ago, and have built up an enviable reputation as a supplier of specialist products to the construction industry. To maintain our current expansion and increase our market share, we wish to appoint self-motivated Technical Sales Representatives to sell concrete admixtures in the North and Midlands. Candidates should be experienced in concrete technology and possess the ability to communicate with manufacturers, contractors, buyers, engineers and specifiers. Sales experience is desirable although not essential. A knowledge of other materials such as sealants, epoxy products, polymer mortars, and grouts would be useful. Aged 25-45 the person appointed to each post will receive an attractive salary, company car and other benefits associated with working for a well-established company.

Please write without delay: Sika Ltd, Watchmead, Welwyn Garden City, Herts AL7 1BQ. For the attention of John Williams, Sales Manager, Concrete Division.

Sika

Sales Manager

£15,000 + car **Southern England**

Sales Manager (30/45) with proven record required to sell range of washroom products and retractable hose-reels personally and through distributors and commission agents.

Write to Mr B J Viner, MD, Supreme Viner Ltd, Hartington Industrial Estate, Staveley, Derbyshire S43 3YF. (0246) 476811

SUPREME

Store Manager

c£13,000 **Hampshire**

A major retail company is now looking to recruit a Manager for their new purpose built 22,000 sq ft home-furnishing store. This is an exciting opportunity for a young self-motivated and commercially minded individual who has a natural flair for merchandising and display. You should have at least five years' furniture or electrical retailing experience at a senior store management level. Staff-management and administrative abilities will be important as well as a proven track record of profit achievement. As your initial brief will be to successfully open this new unit, experience of this kind would be extremely advantageous. A move to this company promises an exciting future, a competitive range of benefits and relocation expenses where applicable.

Send full cv or ring Bernadette Carr at PER, 62-64 High Street, Southampton SO9 2EG. (0703) 38211.

Company Accountant

From £13,000 **Cambridge**

Platonoff and Harris Ltd, a long established specialist joinery and shopfitting manufacturing company with a turnover of £2 million per annum, are now looking for a Company Accountant with ambition, initiative and challenge who will quickly take on the responsibility of becoming the company's first Commercial Director. Applicants must be professionally qualified, and have knowledge of computing systems. Preference will be given to applicants with commercial experience of the building/construction industry. Salary and benefits package fully negotiable.

Send full cv in confidence to: Mr David L Thomas, Sales and Marketing Director, Platonoff and Harris Ltd, 2 Nuffield Road, Cambridge CB4 1TF. Telephone (0223) 61101.

P&H

Shift Production Manager

c£12,000 + car **N Herts**

Photo Trade Processing, a subsidiary of Dixons Group PLC, is one of the largest film processing companies in the UK. Our business is highly seasonal, which places considerable pressures on labour management, cost control and achieving product service time objectives. We now wish to appoint a Shift Production Manager who, as part of the production team, will be directly responsible for controlling a significant part of our operation. Applicants, probably graduates, should have previous experience of high volume production, ideally with a seasonal bias, and be used to achieving demanding targets. Terms and conditions of employment are those associated with a large public company and relocation assistance will be available if required.

Please write, giving sufficient details to make an application form unnecessary, to M Staines, Assistant Personnel Manager, Photo Trade Processing Ltd, Argyle Way, Stevenage, Herts.

Sales Engineer

Five figure salary + car + comm **SE England**

Simon Solitec, an expanding part of the Simon Engineering Group, now require a Sales Engineer to sell solids handling and process equipment to food, chemical and pharmaceutical industries in an area of exceptional potential. We seek engineering background within similar environment and familiarity with local industries. No relocation. Age range 25-35. Excellent career prospects within company and group.

Send full cv to Personnel Department, Simon Solitec Limited, Bristol Road, Gloucester GL2 6BY.

SIMON-SOLITEC

Sales/Marketing Manager

Director Designate

UK

UK company specialising in the design, manufacture and installation of central high pressure cleaning systems used mainly in the food industry has a vacancy for a Sales/Marketing Manager (Director Designate). The position requires, initially, very extensive travelling throughout the UK. Applicants between the age of 28-40 should be hardworking and self-motivated and have the following qualifications:- good secondary education and, possibly, BSc or BA. Sound sales management background in capital equipment. Have excellent communicative skills at all levels. Be capable of building up sales organisation, using existing agents and associate company's area sales managers. Salary £15,000 per annum plus profit sharing, contributory pension scheme, BUPA, company car.

Applications in confidence to Mike Ahern, PER, Brook Chambers, Ferensway, Hull HU2 8LU.

Telemetry Technicians

Norfolk

My clients are a major exploration and production company, who play a key role in supplying natural gas for the national grid. They now require two Technicians to supplement the telecommunications team based at their onshore terminal. Candidates, aged 25-40 years, qualified in computer related subjects to at least ONC level, should be able to demonstrate an ability in one or more of the following areas: *computer equipment: computer based telemetry master stations, printers, colour VDU's, keyboards, *telemetry outstations; microprocessor based equipment, RTL, DTL, TTL and CMOS modems up to 1.2k bits, analogue multiplexors, *transmission equipment: multiplex of voice frequency channels over radio links. These positions offer an attractive salary and benefits package including relocation assistance where applicable.

Send full cv to Michael Platten, PER, Norfolk Tower, Surrey Street, Norwich NR1 3PA.

Purchasing Manager

c£20,000 + car + benefits

My client is a scienced based company enjoying fast growth with large scale development, manufacturing and marketing operations in the UK. It is a subsidiary of a major Fortune 500 American multinational. They are seeking a highly experienced Purchasing Manager to take total responsibility for all procurement for the company. Candidates, aged 32-40, with a scientific qualification and strong technical background, should preferably be members of the IPS. Currently holding a senior position in purchasing in a fast, go-ahead technical environment, the successful candidate will be decisive, forward looking and have first-class staff management and communication skills. The department is highly computerised and experience of computer systems is essential. This is a senior appointment which demands professionalism, integrity and determination. The company offers an excellent benefits package including bonus and company car in addition to a salary in the region of c£20,000. Relocation expenses are payable where applicable.

Send full cv to Carol P Howe, PER, Minster House, 27-29 Baldwin Street, Bristol BS1 1LY.

PER MANAGEMENT SELECTION

Mechanical Design Engineer

c£15,000 **Cheshire**

This small, very successful international company is involved in the transportation of irradiated fuel from power stations to re-processing plants in the UK and Europe and also designs and manufactures the equipment needed for this highly specialised job. This key position involves joining a small team designing flasks and associated equipment. Your particular responsibility will be for the mechanical aspects of the design which will require close liaison with other engineering specialists. Aged 30/40 and at least HNC Mechanical Engineering, you should be a practical Engineer capable of producing original ideas and playing a significant role in a small, very professional team. An appreciation of ASME and ASTM codes would be an advantage. An excellent "package" is negotiable and there are genuine future prospects as the company continues to grow.

Contact Lynne Delaney, PER, 75 Sankey Street, Warrington, Cheshire WA1 1SL. Tel: (0925) 52153.

Sales Engineer

Five figure salary + car **Swindon**

A wholly owned subsidiary of BICC Electronics requires young Sales Engineer 24+ ideally with a knowledge of markets/applications for custom thick film and hybrid circuits to expand sales in UK and Europe. Exciting ground floor opportunity. Could suit Applications Engineer with commercial flair.

Send full cv to: Jeffery Bean, Product Manager, BICC Citec Limited, Cheyney Manor, Swindon, Wilts SN2 2PZ.

CITEC

General Sales Manager

Five figure salary + car **E Midlands**

Exciting opportunity to join a successful company. Aged 30-40, you will be a high flyer with an engineering background and experience of export market. Excellent prospects.

Send full cv to Brett Hanson, PER, Lambert House East, Clarendon Street, Nottingham NG1 5NS.

Technical Sales

Conveyor Systems

Five figure salary + car **Nationwide**

1985 could be the year you join the technical sales team of an international market leader in the design and manufacture of conveying systems. The company's products are used worldwide - from airport baggage handling to mail sorting and food processing. There are three vacancies, two in the North and one in the South for Representatives able to manage and develop prime territories - identifying new business, analysing customer needs, producing technical proposals, completing the sale and providing an unrivalled aftersales service. Age 25-35, you should have a mechanical background, ideally involving mechanical handling/workstudy/plant layout - together with the ability to liaise with Engineers at all levels. Although a proven sales record is preferred other suitably qualified candidates may be offered training. Substantial five figure salaries, cars, benefits and genuine prospects.

Phone Mike Ahern, PER Hull on (0482) 223671.

FENAMEC

Sales Engineer (UK)

Powder Processing & Handling

Attractive rewards + car **S England based**

This is a key job with a leading manufacturer of powder processing, handling equipment and systems primarily for the UK chemical, food and pharmaceutical industries. Working from home, you will provide a professional service to existing customers and develop new business mainly through leads from divisional sales offices. You will be responsible for achieving sales budgets set for your territory for the products and systems of the divisional operating units. Over 25 and resident ideally in the Hampshire area, you should be at least HNC Mechanical Engineering, with proven sales experience within a related industry. The company offers a high basic salary plus commission, car and other benefits.

Contact Cheryl Thomas, PER, Lowry House, Marble Street, Manchester M2 3AW.

Inside Sales

Aluminium Rolled Products

Slough

We represent a major international aluminium producer. Owing to expansion we seek to increase our inside sales team. Sales experience in the metals industry is essential. The candidate will have had a successful career working for a metals stockist or mill sales organisation and preferably be aged 25-40. A successful and interesting career is available to candidates with a proven success in sales, particularly telephone selling. Attractive salary negotiable based on track record and experience.

Please apply in writing to: Mr. J T M Williams, Director, Pechiney Ugine Kuhlmann Ltd, 1 Dover Road, Slough, Berks SL1 4SQ.

Sales Manager

Closures Industry

£13,000 + car **Scotland based**

Betts & Company require a Sales Manager for their North London Closures Division. This is an exciting and profitable business currently employing 160 people, which operates autonomously within a major group, offering excellent staff conditions. This post is based in Scotland but involves frequent trips South. Candidates must have a proven sales record in either the glass or closure industry, and should be able to work as part of a young highly motivated team. You will be expected to assist in the development of business outside of the existing product range and be able to achieve sales results on your own initiative. A basic mechanical engineering background and some experience of the spirits and liqueur industry would be useful.

Please write with cv to Mr P Lewis, Group Personnel Manager, Betts and Company, Ipswich Road, Colchester CO4 4HE.

BETTS AND COMPANY

Production Control Manager

Attractive negotiable package **Shropshire**

This aggressive, successful concern supplies sheet metal pressings and assemblies to the UK and overseas automotive industries. This new management position involves providing the vital link between the company, its customers and suppliers and working closely with the Systems Manager to develop and implement new production control systems - probably computerised. Applicants should be true professionals with extensive flow and batch production control experience in presswork or allied to the automotive industry. You should be computer orientated, a decision maker and a strong personality. Rewards will fully reflect the importance of the position.

Contact Janet Roberts, PER, Halkyn House, Rhosddu Road, Wrexham LL11 1NE. Tel: (0978) 356575

Process Planning Engineer

To £11,500 **Surrey**

Weyburn Bartel, the largest independent supplier of camshafts, require an experienced Process Planning Engineer to join a small team involved in planning production methods and routings, preparing operation layouts and production trouble-shooting. Aged ideally 25-35, with ONC minimum qualification, applicants should have solid experience in process planning of shaft or spindle components from steel bar, forgings and castings, ideally engine components in batch quantities. Experience of CNC turning/grinding advantageous.

Full cv to Mrs J Neal, Weyburn Bartel Ltd, Elstead, Godalming, Surrey GU8 6LD.

Weyburn

Opportunities for Internal Auditors

c£7,000 + car **Home based**

As the value and volume of certain areas of our business continues to increase, our administrative operations and procedures are becoming more sophisticated and it is vital that these systems run as effectively and efficiently as possible. As a member of our audit team, you will be responsible for carrying out independent evaluations for management which review the effectiveness of company controls in order to protect assets and help improve company cost effectiveness and profitability. If you:

- are in your early-mid twenties, part qualified ACCA/ICMA and/or have experience in this type of work
- can communicate effectively both orally and in writing
- have the ability to impart knowledge/information
- have a very high level of integrity
- are a self starter and able to work without supervision and often on your own
- are prepared to travel and spend time away from home

then you are the person we are looking for.

Granada offers an attractive range of benefits including four weeks' holiday, free life insurance, contributory pension scheme and TV and video rental concessions.

If you think you can meet the demands of this challenging job, please telephone Bedford (0234) 43171 (24 hours Ansafone service) for an application form and quote reference number RB1.

GRANADA TV RENTAL

GREAT SERVICE GREAT SETS GREAT FUTURE

Technical Manager

Electronic/Electrical

Excellent salary **Hampshire**

Our client, an established international market leader in the supply of capital equipment, needs to strengthen its senior management team. Your brief will include a major input to both design of significant new product lines and upgrading of existing specifications. It presents the rare opportunity to achieve continued advancement whilst making a real technical contribution to the promising future of the company. Aged 35-40, with a good degree, you will have a broadly based background in electrical/electronic engineering with particular emphasis on the latest microprocessor control systems/display techniques. The overall essential requirement is a successful record of innovation and implementation of design concepts.

Send full cv to Syd Raccani, PER, 62-64 High Street, Southampton, Hants. SO9 2EG.

Regional & Area Sales Managers

Negotiable salary **London/Home Counties**

AEG, one of Europe's most prestigious manufacturers of top-of-the-range domestic appliances, are expanding rapidly in Southern England and therefore need additional high-calibre Regional and Area Sales Managers (aged 25-45). With a client list already featuring many of Britain's blue-chip retail names, it is essential that you are experienced in negotiations at the highest level in the domestic electrical appliance retail business/build-in trade. A highly competitive salary is offered together with an attractive bonus scheme plus all the benefits provided by a large progressive company.

Contact Mrs E M McClure, AEG-TELEFUNKEN (UK) Limited, 217 Bath Road, Slough, Berks SL1 4AW Tel: Slough 872350.

AEG-TELEFUNKEN

Commercial Manager

Five figure salary + car **Devon**

An internationally renowned manufacturer of metals and alloys for the gas turbine, aerospace and other commercial markets is seeking a mature person to head up two key departments within the company. Prime responsibility will be to manage a small sales department dealing with customers both home and overseas based. It is expected the person appointed will directly handle some major accounts, supervise the technical sales staff and prepare sales budgets and ensure their achievement. Further duties will involve supervision of the purchasing department covering all consumable materials except major raw materials. The work will include negotiation of major contracts. Candidates will be graduates ideally in metallurgy, engineering degree considered, and will demonstrate sound technical sales ability. A knowledge of the European investment casting industry is highly desirable as is good oral ability in French. The candidate appointed must have the personal ability to assume senior management status in the short term. Preferred age: 35-45. An attractive salary will be negotiated + bonus, quality company car and benefits are those expected of a major group.

Send full cv to Mrs A F Tawney, PER, Cobourg House, Mayflower Street, Plymouth PL1 1SG, listing separately any companies to whom your application should not be sent.

DP Manager

Micro/Mainframe Networking

c £16,500 + car **Wimbledon**

The DP department is at a critical stage of development within this prestigious marketing company, part of a North American group, world leaders in the production of distilled spirits. Your challenging brief is to control and coordinate this small department, with three main objectives: * Set up a micro network of IBM PC's and link to a remote Honeywell DPS7 mainframe * Coordinate migration of a complex budget system from a service bureau using the above configuration * Implement various marketing database systems. Applicants, DP professionals ideally with a financial background, must possess practical experience of networking micros with mainframes. Knowledge of FCS software, budgetary control and foreign exchange is desirable. Attractive package includes negotiable salary, company car and free BUPA.

Send cv with full career and academic details to Robert Little, PER, Management Selection Division, 12A Commercial Way, Woking, Surrey GU21 1HG.

PER MANAGEMENT SELECTION

Technical Opportunities In Naval Defence

North West, Portsmouth & Bath

A nationally known company at the forefront of the defence industry is requiring to expand in anticipation of new orders and is looking for qualified staff with relevant experience. The positions are as follows:-

Technical Authors & Section Leaders

Experienced technical authorship staff required to join an established team in the North West, producing a wide range of product support documentation for the Navy, using the latest computer techniques. Applicants should be qualified to HNC level with, ideally, five years' writing experience. Experience of naval systems will be particularly relevant.

Product Support

Activities associated with the technical aspects of support of nuclear and 'O' class submarines in service are expanding. Applications are invited from persons who believe they have the necessary technical experience. The positions should be of particular interest to ex-RN personnel, former MOD(N) employees or existing RN and MOD(N) employees who will be available for employment in 1985. Probable locations are Portsmouth or Bath and there are also opportunities in the North West.

Designers

Electrical Designers are required to design, specify and monitor the test and production of the total ship and propulsion electrical systems package required for a modern warship or submarine. The work ranges across the complete spectrum from 5MVA generation and distribution systems to complex computer and microprocessor-based control systems. Qualifications required are either a degree leading to corporate membership of the IEE or an HNC backed by suitable experience. Opportunities exist at two locations in the North West.

Salaries and benefits for all posts are at a level that will be attractive to the highest calibre applicants. Appropriate assistance will be given, where necessary, with relocation costs including temporary accommodation allowance and, in the case of house owners, legal and other fees connected with house purchase.

For an application form, telephone Len Thomas at PER Preston on (0772) 59743.

Sales Engineer

c£11,000 + car **Northern England**

Carl Schenck(UK)Ltd require an additional Sales Engineer to sell their range of materials testing equipment. We need an experienced industrial sales professional with a proven record of success in the capital equipment sector. Direct experience in the test equipment field an advantage, comprehensive product training will be given. Package includes basic salary, performance related bonus, company car.

Full cv to Mr N J Richardson, Product Manager, Carl Schenck(UK)Ltd, Howard House, The Runway, Ruislip, Middx HA4 6TH.

SCHENCK

Sales Person/Merchandiser

Sussex/Surrey/SW London

We manufacture wall and floor tiles and require a Representative with ability to generate sales with retailers. Age 22-30, sales experience, clean driving licence and should already live in the territory. We offer a competitive salary plus bonus. A company car, 1.6, will be provided.

Write or telephone to Personnel Director, Pilkington's Tiles Ltd, PO Box 4, Clifton Junction, Manchester M27 2LP. Tel: (061) 793 5606. Ext 239.

Sales & Marketing Manager

AEG-TELEFUNKEN introduced Peugeot DIY Power Tools to Britain some 12 months ago and the range is now poised for a major sales and marketing offensive.

It is to initiate, plan and direct this essentially aggressive new programme that we new wish to appoint a high-calibre marketing entrepreneur, who preferably has had broad exposure to the DIY power tool or a similar market and is experienced in negotiations at the very highest level with such clients as wholesalers, superstores, multiples, mail order houses and specialist retailers. One of the first tasks, in this challenging 'green field' opportunity, will be to create a sales force, working in close liaison both with Peugeot in France and with AEG in this country: a working knowledge of French would therefore be an asset.

For the ambitious, dedicated person who succeeds in this role, the prospects for further professional development will be little less than exceptional - as is the remuneration package which includes a highly attractive salary, bonus scheme, Peugeot car, BUPA, permanent health insurance plus the full range of executive benefits you would expect from one of the world's leading engineering organisations.

Please phone for an application form or send a full cv, including present salary, to: **Liz McClure, Personnel Manager, AEG-TELEFUNKEN (UK) Ltd, 217 Bath Road, Slough, Berks. Tel: Slough 872350.**

AEG-TELEFUNKEN

Medical Representatives

Ambitious, Experienced, Successful

As one of the largest suppliers of pharmaceuticals to the NHS, Merck Sharp and Dohme has a successful story to tell. Our impressive record has been created through our commitment to original research and our range of innovative products – a continuing trend which will see more product introductions in the future.

We now require young Pharmaceutical Sales Professionals with the commitment and ability to meet our high standards.

Primarily you will need to have proved yourself in pharmaceutical sales or be able to offer an excellent track record in a related medical or scientific field. Aged 21-35, preferably a graduate, but educated to at least 'A' level standard, your determination to succeed coupled with our comprehensive training will put you on the right track. In return we can offer you a career in a sales environment committed to personal development.

As a result of the continued development of our staff we are currently seeking new faces in the following areas: for GP Representatives:

- Dorset • Salisbury, Bournemouth & Southampton • Oxford & Swindon
- Central London • N.W. London
- Blackpool & Preston
- South West Wales

In addition we are seeking a Hospital Representative to cover

- Bristol, Plymouth & Exeter.

If you can offer previous experience in hospitals or a good GP related track record, then our first-class benefits package including relocation assistance where appropriate will certainly be attractive.

Please call Lyn Bennington on Hoddesdon (0992) 467272 at Merck Sharp & Dohme Limited, Hertford Road, Hoddesdon, Herts.

MSD MERCK SHARP DOHME

Technical Sales Support Supervisor

Speciality Chemicals

Berks. *To £16,500*

An ambitious Team Leader is sought by our clients who develop and produce a comprehensive range of speciality chemicals for the oil and petroleum industry. They have achieved enviable growth in highly competitive arenas by aggressive marketing. Reporting to a senior manager, the successful candidate will lead a team of specialists ensuring full technical support in the application and use of current products. This entails planning, budgeting and progressing team workload, presenting to end users by reports and seminars and gaining manufacturers' technical approvals for company products. There will be continual customer interface and some overseas travel.

Candidates, ideally aged under 35 years, will be technically qualified (Chemistry, Mechanical or Chemical Engineering Degree) with experience in the oil or related industries. Oral and written skills must be high. Personal presence and credibility are vital. The company offers an excellent benefits package and promotion prospects are very high for those with potential and energy.

Applications by way of a detailed c.v. should be submitted, in the first instance, to: MA 545, Robert Marshall Advertising Limited, 44 Wellington Street, London WC2E 7DJ

RMA Robert Marshall Advertising Ltd

MOVE INTO THE FAST LANE

Citroën Cars Limited is a member of one of the largest car manufacturing companies in Europe. Autonomous in operation, highly successful and with a reputation for innovative engineering, aggressive sales and marketing and first-class after sales facilities, we are pursuing a vigorous programme of expansion. We're also placing considerable emphasis on the development of our dealer network to further increase our share of the UK market.

This is an exciting time for career-minded men and women, aged 28–40, to join us in a number of key commercial areas.

Zone Sales Managers

c. £12,000 + car

We are looking for high calibre professionals with a proven track record in the motor industry to be based in the following locations:
Northern England: Greater London North: Greater London South: West Midlands/Wales: West Country.

Reporting to the Regional Manager, you'll have the important responsibility of monitoring the progress of dealers in your zone to achieve sales targets and increased market penetration. You will also assist in the recruitment of new dealerships.

Fleet Sales Representative

c. £12,000 + car

Based at Slough but with considerable travel throughout the UK, you'll carry responsibility for developing contacts with potential fleet customers, directly and through our existing dealer network.

You should have a sound sales background, although not necessarily in the motor trade. Particularly important is the ability to negotiate at all levels. Some business accounting knowledge would be useful.

Sales Trainers

c. £11,000 + car

We regard sales training as vital to our overall marketing function and we are looking for two additional Sales Trainers, based in Slough, to train dealer management and sales staff. This will involve course research and design; the organisation of training courses and instruction.

You should have sound communicative and interpersonal skills coupled with training experience in the motor industry.

Marketing Promotions Executives

c. £12,000 + car

We are looking for two executives; one based in Slough and the other in Manchester. Reporting to the Regional Manager, you will be responsible for ensuring that dealers in your region make effective use of advertising and promotional resources.

You will also advise on co-operative advertising and budget awareness on promotional campaigns for which you will be expected to implement marketing studies.

These are challenging roles calling for considerable energy, enthusiasm and a sound understanding of advertising and promotion techniques. Ideally, you should have experience of dealer liaison at senior level but not necessarily in the motor industry.

Network Financial Advisers

c. £14,000 + car

Two appointments are to be made, based at Slough and Manchester, both involving considerable travel in the UK. Primary responsibilities, under the Network Financial Services Manager, will be to assist dealers in improving their profitability by providing financial advice and systems expertise in operating the franchise. You will also make financial assessments of prospective new dealers and implement and consolidate our dealer composite system.

You should be at least a part-qualified Accountant and have experience of book-keeping and accounting in the retail motor trade. Some knowledge of HP finance, stocking finance and taxation would be advantageous.

Management Accountant

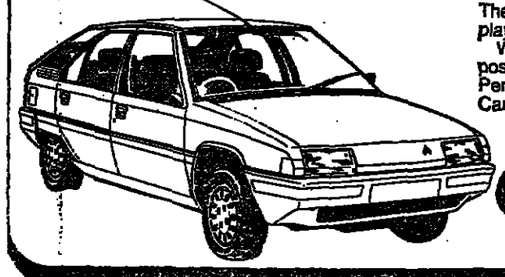
c. £15,000 + car

This senior position, based at Slough, will involve responsibility, under the Company Secretary, for all management accounting functions, including preparation of budgets, pricing proposals and monthly management accounts.

You should be a qualified Accountant and have experience of working in a computerised environment. Knowledge of French is desirable.

These positions offer exceptional opportunities to play a major role in Citroën's development.

Write now with full c.v., stating which of these positions interests you, to Ken Broome, Personnel and Administration Manager, Citroën Cars Limited, Mill Street, Slough, Berks SL2 5DE



CITROËN
WE GO FURTHER

CITROËN

SALES DEVELOPMENT

HEALTH SCREENING
London base

Health screening and preventive medicine is a growth sector which is led by BUPA Medical Centres who have a network of Health Centres throughout Great Britain.

In order to sell and promote our services in London and the Home Counties, we are seeking an additional Development Officer with proven sales experience, ideally in a service environment. You will be based in London and cover the area North of the Thames plus the Home Counties.

To qualify you will need to demonstrate the confidence, determination and maturity to gain access to and sell at Board level in companies of all sizes and whilst you will need the self motivation to work on your own, you will have the support of an administrative assistant who will handle much of the routine paper and telephone work.

This worthwhile and developing service offers the potential for personal career development either within the company or the wider scope of the full BUPA organisation.

Starting salary will be c£8,000 + £1,380 London Allowance, plus car, reviewed after six months' service; other benefits include free BUPA and life assurance and a mortgage subsidy after a qualifying period.

For an application form and further details, please contact the Personnel Department, BUPA Medical Centre, Battle Bridge House, 300 Gray's Inn Road, London, WC1X 8DU. Telephone 01-837 6484.

BUPA
Medical Centre

Manager – Sales/Contracts

Sulzer, the international engineering company require a Manager for their Department selling Static Mixers, Gas Scrubbers, Heat Exchangers, Reactors, High Pressure Valves etc.

- Aged 30–45.
- Qualifications: A degree in Engineering preferable but at least an HND. Experience of the Process Industries essential.
- Minimum of 5 years related experience.
- Applicants should be Sales orientated with knowledge of field Sales Management.

Written applications stating salary expectations and enclosing full curriculum vitae to:
Personnel Manager, Sulzer Bros (UK) Ltd., Farnborough, Hants.

SULZER

MECHANICAL ENGINEERS

FOR SPACECRAFT AND LAUNCH VEHICLE DESIGN

Long acknowledged as leaders in the design and manufacture of communications satellites, we are continuing to build on our 20 years of experience. As well as developing our range of communications satellites we are now involved in new and exciting projects covering future satellite launch vehicles and space stations. We have the following key vacancies for mechanical design staff:

STRESS ENGINEERS –
at all levels

To be responsible for all aspects of strength and stiffness of spacecraft and associated hardware. In addition to candidates with a knowledge of finite element analysis techniques we are interested in experienced advanced analytical personnel who are familiar with traditional aircraft stressing methods.

SENIOR STRUCTURES ENGINEERS

Preferably with at least five years' proven success in aerospace structural design, reinforced plastics or closely allied fields. We offer unrivalled job interest to candidates who demonstrate the right ability and skill.

DEVELOPMENT ENGINEERS

Structural test – engineers with experience of rig design, test programming, analysis and reporting.

Propulsion – engineers to undertake development testing of spacecraft pressurisation and propulsion systems, component evaluation, test rig design, and filling and draining activities on spacecraft both in our own facilities and at launch sites.

PROPULSION ENGINEERS

For the design and development of propulsion systems, particularly bi-propellant systems for communications spacecraft.

Applicants should preferably be qualified to degree or HND level, but experience will be the major factor in selecting suitable candidates.

Salaries are negotiable according to qualifications and experience, and will reflect the importance we attach to these positions. Other benefits include a generous holiday entitlement, contributory pension scheme, and excellent social club facilities. In appropriate cases a generous relocation package is available.

Take the first step towards a new career with the European leaders in space technology – write or telephone for an application form to:
Eric Eason
British Aerospace Dynamics Group,
Space & Communications Division,
FREEPOST,
Argyle Way, Stevenage,
Herts. SG1 7BR.
Tel: Stevenage (0438) 736323 or 736241

BRITISH AEROSPACE DYNAMICS GROUP

BLANC DE BIERGES

looks for

SALES EXECUTIVES

Self motivated innovative sales Ladies/Gentlemen in their early twenties who will be responsible for the following:—

Prospecting for new clients
Increasing sales turnover
Maintaining a good working relationship with existing clients
General promotion of extensive product range
Co-ordinating sales with production and administration departments

A sound education with a record of attainment would be an advantage and a knowledge of French is necessary when liaising with our Belgian parent company.

Within 3 years you will be responsible for your own regional sales area which will also include the recruitment and training of your own sales staff. We manufacture and market a unique landscaping system and there is therefore a close liaison with architects and discerning private clients as well as public authorities.

An appropriate salary will be negotiated and will not be a limiting factor for suitable applicants. New company car provided after satisfactory completion of a training period.

Please telephone Kevin Milner Monday to Friday between 11·am-1·pm or 5 pm-7 pm on Peterborough (0733) 202563.

J. Delvaux Co Ltd Whittlesey Peterborough

SALES EXECUTIVES

CATERING TABLEWARE

We are leading suppliers of china, glass and silverware to the Hotel and Catering Industry and with our continued expansion throughout Great Britain, we are extending our already successful sales team.

Candidates with strong attributes in selling and presentation should be experienced Sales Executives who can claim an outstanding achievement record. An attractive remuneration package to include basic salary, commission and company car is offered. Write with C.V. to:

The Personnel Manager
CHINACRAFT GROUP OF COMPANIES
130 Barlby Road, London, W10 6BW

Senior Sales Engineers

Drayton are a leading British company in heating control and management systems. We are growing fast in a growing market, with systems that are nationally known and respected as very high quality and ultra-reliable. To keep pace with expansion and future plans, we now have a need for 2 Senior Sales Engineers one to be based in the London area the other in Yorkshire.

Competitive Salary + Bonus + Car

A major career move with a fast growing HVAC controls company

Working at a senior level you will be as much an adviser as a sales engineer. You'll be presenting Commercial Heating Controls and Energy Management Systems to consultants, local authorities and large energy users such as factories, offices and stores.

Ideally you should be HNC qualified with an air conditioning/heating controls or building services industry background or have previous experience with a large electrical or heating contractor. Sound engineering knowledge is essential as is the ability to liaise with engineers and senior management.

If you can combine all this with sales ability, we can offer you an attractive remuneration package which includes a Sierra or Cavalier company car, excellent bonus, medical and life assurance, and pension scheme and the opportunity to develop your career.

To find out more, please contact Nigel Shirley, Field Sales Manager, Drayton Controls (Engineering) Ltd., Chantry Close, West Drayton, Middlesex UB7 7SP. Tel: 0895 444012.

THE CONTROLS PEOPLE
Drayton

International Process Plant Contractor

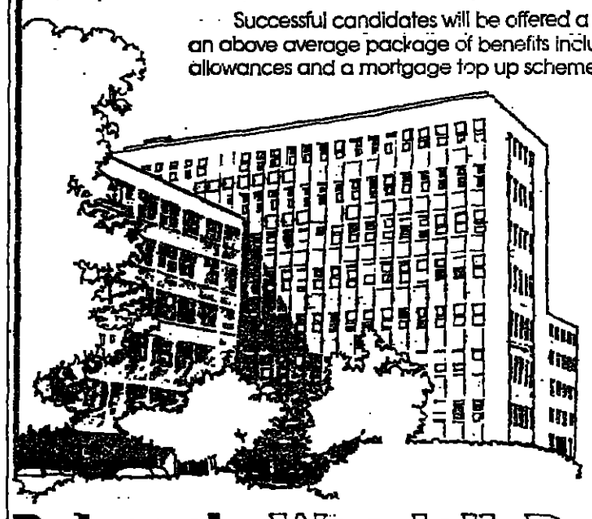
Project & Process Engineers

As a direct result of our increasing work load we wish to recruit mature Engineers with recent, relevant and successful track records in the Project or Process Engineering of chemical process plants.

We require staff with experience in the Oil, Gas, Chemical or Petrochemical industries, who will be able to contribute to the successful execution of Projects from inception and bidding through to Project completion.

Age and experience will determine the seniority level of these posts but the general age range is likely to be 33-45 years. An appropriate degree level qualification and/or chartered status is required.

Successful candidates will be offered a competitive salary with an above average package of benefits including full relocation allowances and a mortgage top up scheme where appropriate.



Please send current c.v. to
Mr. C. E. Foreman,
Personnel Manager,
Babcock Woodall-Duckham Ltd.,
Woodall-Duckham House,
The Boulevard,
Crawley,
Sussex RH10 1UX.

Babcock Woodall-Duckham Ltd
A Babcock International Company

home improvement retailing

c. £20,000 + benefits LONDON & S.E. ENGLAND

STORE MANAGERS

Wickes style of home improvement retailing is one of the most exciting and fast moving within the U.K. and therefore demands the U.K.'s top retail management skills.

We require senior store management who can demonstrate clear evidence of success in high volume retailing, though not necessarily in our field.

A Wickes store manager is responsible for a 25,000 square foot superstore with a multi-million pound turnover and a throughput of goods which demands stocktums more commonly found in high volume food retailing.

Our philosophy calls for managers who relish controlling their store from the shopfloor and who are willing to commit themselves to a unique and successful concept. In addition to the above salary we also offer a non-contributory pension scheme and free family health insurance. Relocation expenses will be paid where appropriate.

If you are ready for this unique challenge contact:
John Gould,
Wickes Building Supplies Ltd.,
Fitzgerald House,
2 Elmgrove Road, Harrow,
Middlesex.

Wickes

Field Engineers

Ruston Gas Turbines Limited, a world-leader in the design, development and manufacture of industrial gas turbines, is now responsible for the commissioning and servicing of the products of GEC Gas Turbines.

Field Engineers, particularly those experienced on the control equipment and HV electrical systems associated with large gas turbines up to 70 MW output are required by the company's Product Support Division. The work concerns site commissioning of turbines, together with any servicing and trouble-shooting. Although based in Lincoln, duties will require worldwide travel, and candidates must have high levels of self-confidence and initiative.

Successful applicants will be qualified engineers with relevant experience. They will receive full product training, an excellent salary, enhanced for overseas assignments. There are good prospects for advancement within the company. Where necessary support on relocation expenses will be given.

Full c.v.'s detailing qualifications and experience to date should be sent to Philip Samways, Ruston Gas Turbines Limited, P.O. Box 1, Lincoln LN2 5DJ. Telephone (0522) 25212 ext. 4220.

RUSTON GAS TURBINES LTD

HEAD OF RESEARCH & DEVELOPMENT

Electronic Components, Packages and Test Equipment

You are currently at Project or Group Leader level working on electronic products design. Chances are you've a BSc or equivalent. And with more than 5 years broad-based electronics experience under your belt, you are now looking for the responsibility of presiding over a full and challenging research and development programme.

Like with our Clients – FR Electronics. They are part of Flight Refuelling Ltd., a staggeringly successful and highly innovative company.

FR Electronics have an upmarket reputation for components ranging from keyboard switches and reed relays to mother boards and electronic timers. So when you join them you can expect a pattern of continuous company growth and a stimulating list of forward looking projects to handle.

As a member of Senior Management your role will be to provide state-of-the-art technical input and guidance to your R & D team of 8. You'll be involved in exploring the viability of new ideas and you'll manage the total design capability through from conception to production.

The rewards? Initially a salary negotiated around £15k, plus a significant bonus and relocation to the beautiful Wimborne, Dorset area. Also, there is a share ownership incentive scheme and, in a company with such an unbeatable growth record, very good prospects indeed.

Ring Peter Bucknell on Freephone Harrison Cowley (dial 100 and ask to be put through) or write to him at Harrison Cowley Executive Selection Ltd., 35 Queens Square, BRISTOL BS1 4LU.

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هكذا من الأصل

Superb Green Field Opportunities in Personnel Management

The Harris Queensway Group has enjoyed phenomenal growth in recent years. Today its turnover is in excess of £300 million, with more than 700 stores and 7,000 staff. This dramatic growth has resulted in a decision to decentralise the Personnel function and to offer outstanding opportunities in various Divisions and locations to ensure the continuing success of the Group.

Personnel Controller:
Electrical, Camberley

This position carries responsibility for developing an already established Personnel function within an environment handling a wide range of electrical goods, which are mainly 'concession' operations.

Personnel Manager:
Carpets, Orpington

The 'original business' and the second largest Division within the Group, this excellent opportunity requires development of the Personnel organisation to support ever-increasing growth.

Personnel Manager:
Furnishings, Orpington

Diversification into furnishings has resulted in the need to establish this Personnel operation and to ensure professional practices are increasingly developed and implemented.

Personnel Manager:
Carpets, Orpington

Responsibility similarly in this case relates to a Division formed less than 2 years ago, with the emphasis on the operation of Cash & Carry units of 8,000-10,000 sq.ft.

HARRIS QUEENSWAY PLC

Personnel Manager:
Non-Food Retail, Leeds

This Yorkshire-based operation is expanding particularly rapidly and its successful development now requires professional expertise to ensure the further growth of this Division.

Personnel Manager:
Carpets, East Kilbride

Based in Scotland, this Division sells carpets either from display or on a Cash & Carry basis. Again, rapid growth requires skilled Personnel input to support this important growth area.

Personnel Manager:
Electrical, Camberley

Through providing valuable support to the Personnel Controller, this expanding Division requires practical 'grass roots' Personnel experience to help control an already established Department in this sector of the business.

All these opportunities require several years' generalist Personnel experience. Aged 25-35, you should preferably be educated to Degree level, be IPM qualified and possess a multiple retailing or similar background.

Ambitious, credible, articulate and numerate with the ability to present written material concisely, you will be eager to attain even higher status in this dynamic organisation within the foreseeable future.

Salaries are negotiable and reflect the varying sizes of the Divisions. In all cases except the latter one above, a company car is provided. Other excellent benefits include BUPA, Pension/Life Assurance, Staff Discount and other facilities. Ideally, you should presently reside within commuting distance of at least one of the above locations, but relocation assistance will be considered if appropriate.

Interested? Then, specifying clearly for which position you are applying, please write, in strict confidence, to us: Richard J. Sowerby or Stephen R. Boyd, Sowerby's (Selection) Ltd., Personnel Consultants, 500 Chesham House, 150 Regent Street, London W1R 5FA. Tel: 01-439 6288. (These positions are open to both men and women).

Sowerby's Selection

Technical Services Manager
Offshore Construction

Our client is one of the leading offshore constructors in the UK. Recent reorganisation has created a vacancy for a Technical Services Manager who will be responsible for all engineering and technical services, specifically including design and engineering, construction methods, works scheduling and planning, and the preparation and control of engineering budgets.
Applications are invited from chartered engineers with relevant experience in constructing large offshore or other major structures.
Remuneration will include an attractive salary plus a car and other substantial benefits. Ref. C/574/2.

Sales Manager
Pipe Products

Our client is a major supplier of pipework to water authorities and other users. The company requires a Sales Manager to plan and co-ordinate sales activities in order to achieve a substantial increase in sales over the next 2 or 3 years.
Previous experience selling to water authorities is essential and an engineering background would be an advantage.
Remuneration includes a competitive salary plus a good bonus. A company car is provided. Ref. C/578/2.

Field Sales Manager
Capital Equipment Systems — To £14K + Car

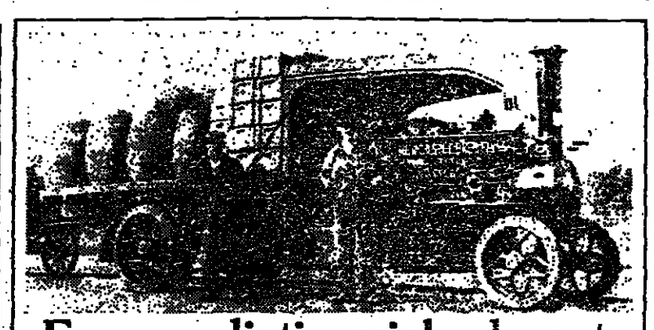
Our clients have increased their turnover, market share and profits in 1984 and now need a "Top Drawer" Field Sales Manager to head their national sales team. He or she will have a full sales budget responsibility and manage a team active in a distributor network and certain retail markets. A key task will be the development of regionally based sales representatives proficient in all facets of selling especially in product appreciation and commercial skills.
The appointment calls for an "achiever" who can support and inspire an experienced sales team. A background in a technically based product at Area/Regional Manager level is required with an affinity for the systems approach to selling.
In addition to a competitive initial salary, our client offers five weeks holiday, a 2 litre car and a group pension and life assurance scheme. Location will be for discussion. The opportunity to development into general management is excellent.
Applications for this position will be forwarded direct to our client. List separately any companies to whom your application should not be sent. Ref. C/585/2.

To apply for any of the above posts please telephone 01-499 1948 (24 hour answering service) for a personal history form quoting the job reference or write in confidence to

The P-E Consulting Group, Appointments Division, 166 Piccadilly, London W1V 9DE.

PE

The P-E Consulting Group



From a distinguished past into a bright future
Group Fleet Engineer c £18,000

Our past has covered several milestones in the technology of vehicle distribution. With our future plans we have set our sights on continuing our lead in cost effective vehicle maintenance and research and development. As Group Fleet Engineer you will also require to be a seasoned professional with a 'distinguished past'.

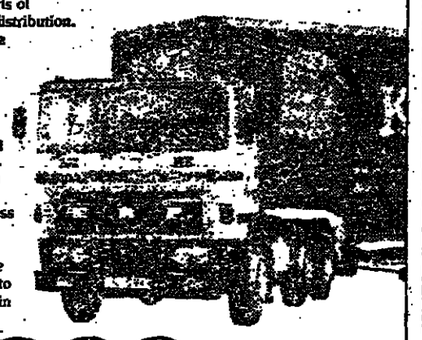
Based in Edinburgh reporting to the Physical Distribution Director, you will have overall management responsibility for all fleet engineering aspects of national trunking and retail distribution.

As your remit will cover the nationwide control of Field Engineers, you will be expected to set and maintain operational standards and demonstrate effective man-management in a challenging and fast-moving environment.

Educated to degree level in automotive/mechanical engineering you should possess considerable experience at a senior level within a large transport operation or vehicle manufacturer, and be attune to the very latest developments in transport technology.

An appropriate benefits package is on offer including a non-contributory pension and life assurance scheme and generous re-location assistance where appropriate.

Please write with a comprehensive c.v. to:
J. S. Black, Personnel Manager, Scottish & Newcastle Breweries plc., 1 Dorset Place, Edinburgh EH11 1JG.



Scottish & Newcastle Breweries plc.

SALES PROFESSIONALS

BREAK THE £25,000 BARRIER

$24,000 OTE is the minimum our salespeople should make. And there's much more available for people who are prepared to go out and get it. Which is precisely the sort of person we want.
KIS Services is a worldwide, premier manufacturer of technologically advanced consumer products such as the one-hour photo processing mini-lab—a highly reliable, easy to operate system designed to enable high street retailers to profit from the photo boom.
We are currently seeking sales professionals in their early 30's to develop the UK market. And, as we'll be selecting the crème de la crème from our sales teams to become our future managers and executives, the promotional prospects are as attractive as the earnings potential.
If you have the presence and the confidence to present our concept and products and close the sale, phone 01-627 4000 NOW. Or send your c.v., quoting ref. DT/1, to KIS Services (UK) Ltd., 9 Sims Lane, London SW8 5BA. It could be the most positive step you've made in your career.

While success develops naturally.

KIS

General Managers

Commercial vehicle distribution

£14—£19,000 p.a. + profit share and car

Our clients, well established commercial vehicle distributors and members of substantial trading groups, are seeking to appoint General Managers.

Candidates, ideally aged 30—45 years, must be able to demonstrate a proven record in commercial vehicle distribution, with a strong emphasis on profit generation and sales and marketing.

The distributors, located in the southern part of England, offer full sales, servicing and parts facilities.

Salaries are negotiable and will be in a range of £14—£19,000 p.a. dependent on experience. Other benefits include a very generous profit share scheme, car, pension and full relocation expenses.

Interested candidates, male or female, should contact David N. Johnson, Advisor to our Clients, quoting Ref. No. 5031 at The Recruitment Partnership, Hibel House, 2 Hibel Road, Macclesfield, Cheshire SK10 2AB. Tel (0625) 618327 (24 hour) Telex 587259.

THE RECRUITMENT PARTNERSHIP
International Personnel Consultants

Sales Engineers
West London
up to £10,000 p.a. plus car

Our client is a large engineering company in West London manufacturing electronic and mechanical engineering products. They wish to strengthen their marketing department by recruiting two additional sales engineers.

The need is for qualified engineers with at least 2 years commercial experience in marketing technical products preferably to public authorities.

An attractive salary will be offered and there are excellent prospects for advancement.

Please write enclosing a full c.v. to Confidential Reply Service, Ref. ASA 9150 Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising

INSTRUMENT ENGINEERS

Our Client, a world wide research and manufacturing organisation, is seeking two additional instrument engineers for their operation based in Southern England.

PROJECT ENGINEER
to £15,000 p.a.

A graduate Engineer is required to be responsible for the design, planning, commissioning and contract administration for all new works being undertaken within the plant. Applicants should have at least five years' post graduate experience of the installation of process control systems preferably within a manufacturing environment.

ASSISTANT ENGINEER
to £10,000 p.a.

This is an opportunity for a recently qualified graduate engineer to become involved with microprocessor and computer controlled techniques applied to the manufacturing industry. You will be expected to assist in research and development, specification of equipment, technical back-up and the training of technicians.

The package offered includes a generous basic salary commensurate with age and experience, a performance related bonus, non-contributory pension scheme and relocation expenses would be paid where appropriate. This is an opportunity for engineers seeking a secure future to join a successful and progressive organisation located in an attractive part of Southern England.

Please telephone or write, quoting reference E.4427

Recruitment Holdings Ltd
INTERNATIONAL RECRUITMENT CONSULTANTS
The Cedars, Church Road, Ashford, Kent TN23 1RQ
Tel Ashford (0233) 38651
Telex 965423 Refrec

Hoggett Bowers
Executive Search and Selection Consultants
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

Computer Peripheral Sales
South, package c.£30,000 + car

As one of the most successful and fastest growing Computer Systems Manufacturers in Europe, our client seeks to develop its business base in the Computer Peripherals market. Two highly professional Sales Executives are needed to seize the opportunity that exists in the Disks, Tapes, Memory, Printers and VDU's marketplace for this major manufacturer. Aged 25-40, you will need a proven track record in selling peripheral equipment, ideally to Mini Computer users, and have a totally dedicated and professional approach to selling. The client is offering an excellent basic salary, guarantees, commission scheme, realistic targets, training and support, along with very real future career opportunities.
Please forward CV's to: *P.A. Adderley, quoting ref: 11620/DT, Sutherland House, 5/6 Argyll Street, LONDON, W1V 1AD.*

Export Sales Director — Africa
Based Northern Home Counties, c.£25,000 + car

Our client is a profitable group operating internationally with an impressive growth record. Exports account for the majority of the £70m turnover and in order to support an ambitious sales strategy the company now require an individual of exceptional ability to lead an established team of area sales managers in the development of business in the African Continent. The person appointed will be a decision making achiever at senior management level who has substantial experience of export selling through dealers and distributors. A formal mechanical engineering qualification is desirable; alternatively a good working knowledge of mechanical engineered products is a minimum requirement. Fluency in French is essential. Salary will not be a limiting factor for outstanding candidates.
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CHIEF EXECUTIVE · 3RD NATIONAL GARDEN FESTIVAL · GLASGOW 1988

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Scottish Development Agency

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Engineer - Guidance System Design - neg. c. £13,000

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FURTHER ANNOUNCEMENTS APPEAR TODAY ON PAGES 23, 24, 25, 26, 27, 28, 29, 30 & 31

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TV / Daylight Upon Magic

Undisturbed dream

YESTERDAY began the process of demystifying Parliament. Print and radio are not the same. They have not destroyed the residual view of the House of Lords. The idea of a romantic, traditional ritual performed by very old and splendidly impractical men in ermine and coronets, figures placed through birth or magical transformation alongside and yet a little above the human race.

As television reveals their lordships' suffering from the same fallibilities as the rest of us, if not more, we shall perhaps place an ever increasing reliance on the Royal Family to meet our national need for earthly mystery. Dreaming about the Queen and her relations, apparently quite common already, will increase.

This is not a prospect which entrances Anna Coote, who was last night allowed the 30 minutes of "Diverse Reports" to shed Daylight Upon Magic (C4), or rather to "present an alternative to the sycophantic and sentimental coverage of the Royals that we've become used to, on television and through Fleet Street."

Her method was to show clips of the Royals going about their public business, and attempt to deflate with cries of "Why can't we see that we are being conned?" or with examples of simple-minded adulation supposed to demonstrate that the starry-eyed are laughable. "We were talking about having people to stay and we showed her our spare room and I remember she said: 'Oh, it's always useful to have a spare bedroom.'" recalled a housewife after the Queen visited her flat.

The attempted demolition failed of course. Television is the medium which leaves strong impressions with the greatest of ease and is so resistant to the propagation of ideas. The impression made by the pictures, reinforcing at every step the royal mystique with that perfect mixture of distance and friendliness, quite overwhelmed the unfriendliness of the words.

Not that the words were specially distinguished. Republicanism was offered as a desirable alternative by people who probably would not have a good word for a single elected president, with the possible exception of the martyred Allende. The more promising line of argument, that the monarchy keeps us anchored to the past and so diverts us from necessary realism about the present and future, was not pursued with much rigour.

Meanwhile Miss Coote's namesake Anna of the Five Towns (B B C-2), dramatised from Arnold Bennett by John Harvey, continues to be appreciative of almost everything that is put before her. It is the effect of being raised by Ephraim the miser, a man who would probably accuse Queen Victoria herself of riotous extravagance.

This week Anna (Linsey Beauchamp) joined the Suttons for their Isle of Man holiday and the moment where she gazes out to sea and says: "I didn't believe things could be so beautiful" was made more moving than *anything in the* book.

The serial offers a stodidly pleasing escape from the difficulties of "Real Lives," the strong documentary anthology which this week faced the horrors of the Poisoned City—Bhopal (B B C-1). Richard Taylor's film drew a vividly ironic contrast between the victims of the worst ever industrial disaster and those who have followed in its wake. It is hard to recognise that the American lawyers who flocked to Bhopal for the money belong in the same world as the small children seen here either dying or waiting for the parents and siblings who have already died.

Sean Day-Lewis

Fascinating Aida, a group of three girls who sing witty and original songs—the subject of "Forty Minutes" to be shown on B B C-2 tonight.

THEATRE / The Frankenstein Monster Show

Rather nice recycled monsters

IT IS sometimes a little hard, at the Theatre Royal, Stratford, E., to know whether the current entertainment is coming at you from the stage, the excited audience, the deafening orchestra, or the loudspeakers which amplify the noises they collectively make.

But a good time seems to be had by all, and especially by the youngsters of the Newham Youth Theatre, whose inexpert but enthusiastic "robotic" dancing is the mainstay of their musical farce "The Frankenstein Monster Show."

The writers, John Crocker and Tim Hampton, have thrown together a ramshackle script about a young scientist (the engaging Anthony Corriette) who uses undertakers to supply him with corpses which he then recycles electronically into serviceable robots.

A latter-day Sherlock Holmes of comical incompetence gets mixed up in the shenanigans, as well as a charming female Dr Watson (Tracy O'Flaherty), a rather nice monster called Boris (Danny Carter) and a victimised party of American tourists.

The undistinguished songs by Ken Bolam and Les Scott are in the thumping repetitive rock idiom, the best being a chorus "Every Home Should Have a Happy Healthy Monster."

But the show is most bearable when the silly story gets lost and the dancers take over — hideously made up but as lively as a barrel-load of monkeys. The director, Mark Pattenden, holds a loose rein, but from the vivacity generated I take it he knows what he is doing.

John Barber

MUSIC / Cherubino's story

SO NOW at last the secret is out. Mozart and Da Ponte did not tell us the whole story in "Figaro." For a start, Marcellina, who, as Beaumarchais himself hinted in his production notes to the original play, had made "errors in her youth," once gave birth to a daughter — Barberina. Even worse, the father was not the gardener Antonio, as we had always thought, but Dr Bartolo. Around the same time, the future Countess was having an early dalliance with Count Almaviva, and surreptitiously produced a son—Cherubino—who was to become the Count's page and the bane of his life when Cherubino flirted with every woman in sight, not least his own mother (as we are now led to believe).

If you have not grasped all this, these revelations come in the second act of Giles Swayne's opera, "La Nozze Di Cherubino," which opened at the Jeannetta Cochrane Theatre on Tuesday night. This utterly speculative sequel takes up the story about three years after the curtain has fallen on Mozart's "La Nozze di Figaro."

The young Cherubino has returned from battle in (yes, you've guessed) the Falkland Islands, and has become a man. But Mr Swayne's libretto is even more inventive than that: Cherubino is now coveted not only by the female members of the cast, but by the house-guest Don Ottavio and by Don Basilio ("an outrageous queen," to use Mr Swayne's description); and Barberina, too, finds an admirer in Donna Anna, now a religious aesthetic, after her experiences in "Don Giovanni."

This opera is set in a sincere, Mozartian pastiche: pace Mr Swayne, who claims his music is not pastiche, but it is just that, and very clever indeed. He has avoided the necessity of engaging an orchestra by getting the cast, while they are not centre stage, to provide a quasi-instrumental complement to his small band of harpsichord, continuo and bass. It is an entertaining evening, not perhaps one for Mozart and Da Ponte purists, but one which captures something of the lively intrigue and vigour that belong to the realm of 18th-century comic opera.

Geoffrey Norris

The King's Singers / QEH

NEITHER literally nor figuratively have the King's Singers succumbed to middle-age spread. Indeed the youthful enthusiasm and dapper panache for which they are famous seems almost to have increased with the passing years, no doubt helped by the infusion of three newcomers.

Happily, they are still questing for fresh works to add to their repertory. At their annual London concert on Tuesday night in the **Queen Elizabeth Hall**, they gave the first British performance of Ned Rorem's "Pilgrim Strangers," written especially for the group. This work takes a lengthy prose passage from Walt Whitman's American Civil War diary, entitled "Specimen Days" and converts it into a highly original, beautifully shaped cantata.

The portrait of war's horror is told in seven scenes sung without a pause and linked by recitative. The banality, brutality, futility and pathos of battle are all evoked in the very immediate text, whose feelings are enhanced by Rorem's sensitive, lyrically inclined music, so much more arresting than would be an overtly harsh treatment. The composer has cleverly divided off the singers into pertinent and telling groups, preserving the whole six for certain climatic moments. The dedicatees sang it with evident love and involvement.

Janacek's Five Songs for four-part male choir were more unfamiliar territory. The lower voices of the group shaped these typically individual pieces in refined fashion, though perhaps omitting a certain robustness essential here.

For the rest, it was well-trodden, much-acclaimed repertory —a sympathetic tribute to the Comedy (surely not Comedian) Harmonists, some attractive, astutely chosen madrigals, including a typically languishing one by Gasualdo and close harmony arrangements. All were dispatched with the old joy and virtuosity. In particular, the rendering of "The Flight of the Bumblebee" remains an amazing feat of ensemble and is very amusing to boot.

Alan Blyth

ART / Glyn Philpot

THE WORK of Glyn Philpot, an artist who has been forgotten but who during his lifetime was very much à la mode, is the subject of an exhibition at the National Portrait Gallery, which continues until Feb. 10.

The sub-title of the exhibition, "Edwardian Aesthete to Thirties Modernist," neatly characterises Philpot. What is on view, and the most useful catalogue, provide us with all we need to understand the artist and appreciate his work, for it is the largest Philpot exhibition ever to be mounted.

Philpot was not just the portrait painter of the fashionable (and an excellent one as something like his portrait of Sir Oswald Mosley proves). He also carried out elaborate decorate schemes for patrons such as Lady Melchett and Sir Philip Sassoon.

He began, as this exhibition demonstrates with book illustrations in a manner recalling the pre-Raphaelites, went on to become a successful portrait painter and then, during the 1930s, became aware of what was happening to art on the continent. It is the work that resulted from this that is Philpot's chief claim to fame.

As a result of trips to Paris and Berlin, and thanks to the influence of Picasso and Matisse, Philpot's style underwent a change. It was then that he produced his best work, which stands apart from most British painting of those days.

What this exhibition also makes clear is Philpot's versatility. Before his death in 1937 he executed not only portraits and decorative works but also still-lives and sculpture. We needed to be reminded of him.

Terence Mullaly

'Pavlova'

The first night of the Anglo-Russian film "Pavlova: a Woman for All Time" at the Dominion Theatre London on March 10 will be a benefit performance in aid of London Festival Ballet's development fund.

DANCE / Coco Loco

"COCO LOCO," the new piece choreographed by Ian Spink which was performed by Extemporary Dance Theatre at the Shaw Theatre on Tuesday night, showed Mr Spink performing neatly to the artistic policy laid down by the Company's director, Emilyn Claid.

Miss Claid is a devotee of "post-modern dance," which means that she is little concerned with dancing. The first item in the programme "Field Studies" was accurately labelled in the programme as "constructed" by David Gordon, and indeed had no dancing in it. What the performers did was play about with chairs.

"Coco loco" was no less cerebral and dry, and in its first and last sections adhered conscientiously to the "post-modern" doctrine of avoiding dance at all costs. In the first section, three girls kept performing, over and over again, a few simple gestures, such as scrubbing the floor or smoothing their tights; apparently lacking any training in mime they could make little of these repetitive, naturalistic gestures.

The third section was no less glum. Here the three girls walked about in Chanel suits, looking rather uncomfortable in them; the main action took the form of men putting hats on the girls.

The central section did have some dancing, but this managed to be almost as dull as the other two sections.

Fortunately the programme as a whole did have a redeeming feature: two of the male dancers showed promise. The apprentice Jon Smart was given no solos in which he could display his talents properly but — in a way characteristic of those who have worked with Hilary Ball — he showed individuality and grace.

The other promising artist was the Thai dancer Tam, trained in classical Thai dancing. In the rather banal Dan Wagoner piece "Spiked Sonata" he was given a short solo and suddenly came to life, moving with admirable fluidity and lightness.

Fernau Hall

Some of these notices appeared in yesterday's later editions.

'Anna Karenina'

"Anna Karenina". Iain Hamilton's opera from Tolstoy's novel, will be revived by the English National Opera at the Coliseum on Feb. 8, with Lois McDonall in the title role and David Hillman as Vronsky.

The composer will give a talk about the opera before the performance on the first night. Further performances will be on Feb. 13, 16, 20 and 27.

FOLK / Manitas de Plata

MANITAS de PLATA, the almost legendary Spanish gypsy guitarist from the Camargue was billed to appear at the **Barbican** with his son Luis and Los Chicos. In the event, two of the three Chicos were unable to accompany him so the audience, it was explained from the stage, would have "less Chicos and more Manitas." And when after a rousing opening by Luis and the remaining Chico, Manitas made his entry, he was greeted with raptuous applause.

"At 60," the classical guitar virtuoso Sabicas once said, "a guitarist is ready to play *Por derecho* by his own earned right." Manitas, who, we assume, must be somewhere near that point undoubtedly has that right so far as technique is concerned. But is was only occasionally that we sensed the additional dimension Sabicas meant, or the thrill that we had felt in Manitas's earliest appearances.

He did everything with the guitar except play it behind his back and displayed, without a shadow of loss, the skill which earned him his original sobriquet "Little Silver Hands." But it was when he brought his chair downstage, away from the microphones, and sat down to reveal the greatly gifted natural musician behind the flamboyance, that we were able to forget the dazzle for a moment and hear the roots of his music.

Maurice Rosenbaum

MAJOR PUBLIC AUCTION
HUGE EXHIBITION STOCK FOR URGENT DISPOSAL
This vast collection was especially selected and acquired by a major wholesaler for an inaugurative exhibition programme by a chain of prestigious Interior Designers and Home Furnishers. Failure to meet projected targets compelled wholesaler to withdraw sponsorship to prevent further losses. Main category items now apportioned for auction piece-by-piece with nominal or no reserves to secure complete disposal.
PERSIAN RUGS & CARPETS
Including some highly collectable and old items, silk Quoom, silk Srinagar etc., Kashan, unique nomad Belouchi, Qashgai etc., vegetable dye Anatolian, deep-pile Kazak, many large and very large formal Persian carpets, and other choice and important handknotted Islamic & Chinese carpets, rugs, runners, tribal items, etc., etc., all of Exhibition quality and appeal.
AUCTION SUNDAY 27th JANUARY AT 2.00 pm
View: 12.00 noon – 2.00 pm on Day of Sale
in Lord's Banqueting & Conference Centre,
Lord's Cricket Ground
St. John's Wood Road, London NW8
Auctioneers: BICKENSTAFF & KNOWLES Specialist Auctioneers & Liquidators,
6, The Arcade, Thurloe Street, London SW7 2NA Tel: 01-589 7971

ART GALLERIES

AGNEW GALLERY, 43 Old Bond St., W.1. 629 6176. 112th ANNUAL WATERCOLOUR EXHIBITION. Until Fri. 22. Mon.–Fri. 9.30-5.30; Thurs. until 6.30.

BRITISH LIBRARY/BRITISH MUSEUM Great Russell Street, WC1. ANGLO-SAXON ART 966-1066. Weekdays 10-5. Sunday 2.30-6. Admission £2·00. Recorded info. 01-580 1788.

BRITISH MUSEUM. CHINESE ORNAMENT: THE LOTUS AND THE DRAGON. Mon.-Sat. 10-5. Sun. 2.30-6. adm. free. Recorded info. 01-580 1788.

FISCHER FINE ART 30 King St. St James's. SW1. 839 3942. NICK HAMPER—1st London Exhibition. Until 8 Feb. Mon-Fri 10-5.30.

BROWSE & DARBY, 19 Cork Street, London, W1. 734 7984. NICHOLAS HARE ASSOCIATES Architectural drawings and models for recent projects.

ROYAL ACADEMY, Piccadilly. 01-734 9052. CHAGALL until March 31. Open 10-6 daily inc. Sun. Adm. £2·50. £1·70 concessionary rate & until 1.45 on Sun.

VICTORIA & ALBERT MUSEUM, S. Kensington. JOHN FRENCH FASHION PHOTOGRAPHER. Until 10 March. Adm. £1. Library by appt. only. Wkdys 10-5.30. Suns. 2.30-5.30. Closed Fridays. Recorded info. 01-581 4894.

NEW IMPROVED INTEREST RATES FOR INVESTORS

As from 1st February 1985 the interest rates on Share and Deposit accounts will be as follows:

INTEREST RATES

	Rates of Interest %	Gross Yield for Taxpayers at a basic rate of 30% %
Diamond Key	9.25	13.21
Future Key	7.50	10.71
Paid-up Shares	7.50	10.71
Moneymaker Shares	8.50	12.14
Subscription Shares	8.25	11.79
Deposits (Personal)	7.25	10.36
Deposits (Basic Rate)	7.00	10.00
Deposits (Higher Yield Basic Rate)	7.25	10.36

OTHER ACCOUNTS

Existing High Interest Term Shareholders, 5 Star Bond holders, Special Investment Shareholders and Golden Key account holders are notified that their interest rates will be increased by 0.75% from 1st February 1985 and the differentials above the Paid-up Share rate will be maintained at the existing level.

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Member of the Building Societies Association. Member of the Building Society Investors' Protection Scheme. Shares and Deposits in the Society are trustee investments. Assets exceed £1,500,000,000.

SITUATIONS VACANT

Continued from Page 8

REPRESENTATIVES
A BACKGROUND IN SALES? Aged 21 to 41 years? For the widest choice of opportunities, NATIONWIDE, telephone ATA SELECTION LONDON 01-637 0781. CRAWLEY 0293 514371. BRACKNELL 0344 481808. BISHOPS STORTFORD 0279 506464. BRISTOL 0272 211055. MILTON KEYNES 0908 666872. [illegible] 543 1994. MANCHESTER 061 [illegible] 5056. LEEDS 0532 580510. EDINBURGH 031 226 5384. Our service is free.

A CAREER IN MEDICAL SALES
Vacancies throughout the UK with all the major pharmaceutical and Hospital Supply Companies for experienced Medical Representatives (under 40) and for Trainees (22-30) with a life science or paramedical background. To arrange a local interview now. [illegible]

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Operating from our expanding Aberdeen base, successful applicants will be selling electric/air operated pumps and high pressure fittings mainly to the off-shore industry. Applicants, aged 25-40, must be technically qualified, self-motivated, and have a successful sales record within the above industry. If necessary, relocation assistance will be given. [illegible]

ADVERTISING SPACE SELLERS required nationwide. Own car & telephone, prepared to travel. No time wasters please. We produce hundreds of football programs, diaries, charity publications etc. We have too much work, not enough people. Tel. Harpenden 66311.

ALL SALES ENGINEERS, electronics and mechanical. Free jobs list. All U.K. areas. Capital Appts. 01-808 3050.

AREA SALES EXECUTIVE
A long established and well known ceramic tableware manufacturer is seeking a capable Sales Executive to cover the Greater London area. The Head Office customers are located within this area and, since principal outlets are supermarkets, chain stores, premium operators and mail order organisations, experience of negotiation at the highest level within this sector is seen to be an essential requirement. The remuneration package includes a generous basic salary and commission rates which will enable an attractive level of earnings. An appropriate car, all expenses and everything needed to facilitate an effective home-based operation will be provided. Applicants must be resident in, or within easy access of the area and should write enclosing a full C.V. to: A.S.14870, Daily Telegraph, E.C.4.

ARL FINANCE RECRUITMENT
IS AWARE OF 121 VACANCIES FOR NEW BUSINESS REPRESENTATIVES
Applicants must have a Finance House background. For discussion in total confidence please phone CHRIS POORLON 0273-758293 (9 am-6 pm) OR 0273-553083 (7pm-9 pm).
ARL FINANCE RECRUITMENT 14 Dyke Road, Brighton. BN1 3FE.

ARE YOU SELLING to pubs, hotels, [illegible] Write A.N.14792, Daily Telegraph, E.C.4.

AREA SALES REPRESENTATIVES
MPCS is a leading supplier of consumable and hardware products to the microfilm market.
Due to the company's successful growth we now seek to recruit two new Sales Representatives for the North and South of England. The successful applicants will have a sales background, have established a sound track record and be looking for a new challenge with an interesting product range. They will be adaptable, energetic and be able to demonstrate their total commitment to the achievement of agreed objectives.
If you can meet these requirements and are looking for a new challenging position, please write enclosing a full C.V. to: The Managing Director, MPCS Limited, Unit 18, Central Trading Estate, Staines, Middx. TW4 4XE.

BERGER DECORATIVE PAINTS
NATIONAL SALES EXECUTIVE
for the development of sales of our nationally known paints to specified multiple retailers.
The successful applicant will have a proven sales record with at least 5 years in a senior sales position and will be able to demonstrate negotiating skills in order to maximise the [illegible] from their accounts.
We offer a competitive salary and a major company benefits package including a substantial bonus and car.
Please apply with full C.V. to Malcolm Leslie, Personnel Manager, Berger Decorative Paints, Petherton Road, Hengrove, Bristol BS99 7JA.

BRIGHT AND GREEN?
c. £8,000 + car
London and Home Counties
Excellent opportunities exist with this internationally known reputable company. Training and career prospects are outstanding. Well-educated men or women, aged 21-26, who believe that they have the desire to succeed in a sales career should in the first instance, telephone Lesley Martin, quoting Ref. 117.
CLIFTON-DONKIN LTD
(Specialist Sales Recruitment Consultants)
Malcolm House, 12 Orange St., Haymarket, London WC2.
Tel: 01-930 9521 (24 hrs)

BUILDING PRODUCTS
SALES/MARKETING MIDDLE EAST
The continued expansion of our client's activities, a well established building products and services company in the Middle East, is creating excellent career opportunities for sales, marketing and general management personnel. Their products include suspended ceilings, insulation materials, light fittings and chemicals.
The immediate need is for a marketing/sales manager responsible for initiating sales in his own regional area in addition to overseeing the activities of branch offices. Extensive travel will be involved.
Ambition and determination are required together with experience of negotiation and specification selling.
This particular opportunity is offered on single status and benefits include free furnished accommodation, utilities and company car.
Candidates should write with full career and personal details plus photograph, to Maggie Campbell, Executive Resources International, 87 Jermyn Street, London, SW1Y 6JD.

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NEW PRODUCTS INTERNATIONAL PACE SETTER
£25,000 BASIC
CHOICE EXEC. CAR
Our client is a leading multi-national electronics quantity [illegible] European computer peripherals business, has been based in the UK since 1981. Phenomenal growth & [illegible] has ensured the successful development of a sales network throughout France, Scandinavia and Italy controlled from its 50 strong UK operation, which must now expand to market more innovative product lines.
You will join a successful team who will back up your own sales expertise with full technical support, providing the financial resources to ensure that they stay ahead and that you develop the most exciting phase of your career.
If you have been successfully selling within the computer market and want to achieve the high rewards on offer, phone Jo Stockley on 0932 41331, quote Ref. 1H515.
EXECUTIVE SCIENCES
(Recruitment Consultants)

CHEMICAL SALES
The Chemical Division of Blagden Industries plc with extensive interests in chemical manufacturing, trading and distribution, has vacancies for three key sales staff.
Two experienced TECHNICAL SALES REPRESENTATIVES are required to service existing customers and to promote new business for the Division's product range in the areas of NORTHERN ENGLAND and LONDON and THE SOUTH EAST. Applicants are likely to be aged 25-45 and will already be living within the areas ideally situated near GREATER MANCHESTER and to the NORTH EAST OF LONDON.
Thirdly, a SALES EXECUTIVE aged mid-20's, to be based at our CROYDON offices handling a variety of general chemicals of wide-ranging application. Successful applicants will need to be self-motivated, preferably with a qualified chemical background and already have experience in the chemical industry to meet the demands of these challenging positions. Salaries will be fully commensurate with experience and future career prospects are excellent within the expanding Chemical Division.
To apply, please telephone giving brief career details to: Mrs L. Hutson, Blagden Campbell Chemicals Ltd., AMP House, Dingwall Road, Croydon CR9 3QU, Surrey. Tel.: 01-681 2341.

DUE TO EXPANSION, WE HAVE POSITIONS FOR:
1. ASSISTANT TO THE SALES MGR—AUTOMOTIVE AUDIO & ELECTRONICS DEPT. 2. PRODUCT MGR—DOMESTIC AUDIO & ELECTRONICS DEPT. EuroTec Int'l manf, supply and import parts and components for the automotive domestic audio and electronics industries and is allied with 3. automotive audio, 2. Hi-Fi, computers and communications. Our clients range from small outlets to multi-national corporations. The applicants will be responsible for existing accounts and the development of new business, which is an important aspect. Experience of selling to industry would be a distinct advantage but more important, the positions call for tenacity and enthusiasm. Prospective candidates will probably be in the 24 to 35 age group. Car, expenses etc. salary negotiable. Please send handwritten application to — Mrs Ingrid Balfour, EuroTec Int'l Europa Works, Liss, Hants GU33 6AA.

DELMAR GROUP PLC, experienced sales reps Notts/Derby / S. Yorks / Leicester and Lancs / W. Yorks/N. Wales / Cumbria. We are a rapidly expanding plastics company manufacturing and marketing CLIMATUBE, a brand leader in the pipe insulation market. Our range of interior decoration products has also proved to be extremely successful and we are seeking representation in both market areas in the above territories. The successful candidates will be experienced sales professionals with successful records of selling through builders / plumbers / decoration merchants and D.I.Y. Stores. Competitive package offered. Please write for further information and application form to Mr F. A. Chapman, Sales and Marketing Director, Delmar Group PLC, Manor Royal, Crawley, W. Sussex, RH10 2NQ. Tel. 0293-546251.

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Cellular Radio	10K	29K
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Word Proc	8K	16K
Mal Accts	15K	30K
Sales Trainees	6K	15K

Also many TECHNICAL SUPPORT & ENGINEERING vacancies together with an extensive selection of SENIOR SALES & TECHNICAL MANAGEMENT opportunities. For professional career advice Phone 01-570 [illegible].
P.S. EXECUTIVE
(Specialist Recruitment Consultants to the Communications industry)

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MARKETING SPECIALISTS, WELDING CONSUMABLES
Fontargen, leaders in maintenance and repair welding technology, require marketing executives for the areas Midlands, North and South West. Applicants must be able to demonstrate proven success in the promotion and selling of welding consumables and associated equipment in industrial users. An excellent base salary plus commission, car and expenses will be offered to successful applicants. Apply with full C.V. to General Manager, Fontargen, Precedent Drive, Rooksley, Milton Keynes, MK13 8HA.

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required by established trading company to sell floral sundries to wholesalers, supplying the florist and gift trades. This is a career opportunity with a large element of repeat business. The territory will include Greater London and south coast from Kent to Cornwall. Qualifications: Proven ability to sell, a pleasant personality, sustained enthusiasm and determination. Age: 25-35 years. An attractive remuneration by way of basic salary, commission, incentive bonuses and a company car. Handwritten applications with full details to: Secretary, Sino Trading Co. Ltd., Astmoor, Runcorn WA7 1NU

HIGH EARNINGS + CAR. Highly motivated reps under 40 read to sell to retailers. Tel. 01-440 3231.

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JOIN ME
I was a Frustrated Sales Executive: now I am earning a substantial five-figure income with a large Public Company. I am looking for two people aged between 27 and 52 to join me in a planned expansion programme who are currently earning between £12,000 and £50,000 per annum. Applicants should be living in the Greater London and Home Counties area. Telephone me today on 01-359 5556 between 12 noon and 4 p.m. or my Secretary tomorrow between 10 a.m. and 12 noon.

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to £10,000 plus car. COM. + CHEAP MORTGAGES. All areas. Lic. etc. exp. req. For free vacancy list tel. CHASE PERSONNEL 01-588 6615

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Our reputation in the industry has been earned over many years by offering a professional and highly effective service to both the experienced representative seeking a career move and to the trainee seeking his or her first job in the industry. With many unadvertised and interesting opportunities currently available, there couldn't be a better time to phone Colin Mackinnon to see how he can help you.
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SALES AGENTS, £6,000 p.a. + comm. Southern, central & W England. Full sales training—leads supplied. Expanding home improvements market. Car owners, age 21-45. Full details write: Sales Dept, SparPlas House, Alstone Lane, Cheltenham, Glos., GL51 8HE or tel. Cheltenham (0242) 583959.

JOIN US. Outstanding opportunities in financial services. We require six people to join a highly successful group. Serious consideration can only be given to applicants who are able to demonstrate their ability and willingness to develop their own business. Age requirement 25-55. Comprehensive training and full marketing support is provided. C.V. to Investment Services Ltd., 3rd Mr M. Benton, Hill Samuel Trust, Kingsway House, 103 Kingsway, London WC2B 6QX or phone 01-242 1551.

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Storage and Materials Handling Greater London/H.C. c.£14k + car
Link 51 Limited, internationally renowned British Market leader wishes to appoint a fully experienced project design and sales specialist to take over this prime area of Greater London and the Home Counties.
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Salary is negotiable from £9k and there is a commission and bonus arrangement realistically calculated to provide a total income in excess of £14k. The attractive benefits package includes company car and expenses float, pension and life assurance, and twenty-five days paid holiday. There are wide opportunities for career development in a substantial and well diversified organisation.
Confidential applications should be addressed to Malcolm North, Link 51 Limited, c/o Wenn Townsend, 1 High Street, WITNEY, Oxon OX8 6LX or telephone Oxford (0865) 63250 evenings.

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c. £20,000 + CAR
Vacs. most areas. Systems or continental furniture. Major Co.
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Our company, world leader in specialist business directories, is seeking a young, ambitious self-starter to join the successful Kelly's Directories team, selling advertising and information at top executive level across industry and commerce. Ideally aged 22-35 applicants, resident in Herts, Essex, London should have some sales/commercial experience, preferably into industry.
We can offer—
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Excellent remuneration package including company car, top-top pension and expenses, together with guaranteed earnings.
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Continued on Page 23

COURT AND SOCIAL

Court Circular

BUCKINGHAM PALACE, Jan. 23.

The Princess Anne, Mrs Mark Phillips, Chancellor of the University of London, this afternoon attended a Presentation Ceremony at the Royal Albert Hall, where Her Royal Highness was received by the Vice-Chancellor (Professor Sir Randolph Quirk).

Mrs Andrew Feilden was in attendance.

The Princess Anne, Mrs Mark Phillips, President of the Save the Children Fund, this afternoon at Buckingham Palace received Sir John Cumber on his retirement as Director-General of the Fund.

The Princess Anne, Mrs Mark Phillips, President of the British Academy of Film and Television Arts, was present this evening at dinner with the Council of the Academy at 195, Piccadilly, W.1.

Her Royal Highness was received by the Chairman of the Academy (Mr James Cellan Jones) and the Director (Mr Reginald Collin).

Mrs Andrew Feilden and Lieutenant-Colonel Peter Gibbs were in attendance.

YORK HOUSE Jan. 23.

The Duchess of Kent returned to R A F Marham this evening having undertaken engagements in Northern Ireland.

Her Royal Highness, who travelled in an aircraft of The Queen's Flight, was attended by Miss Sarah Partridge and Sir Richard Buckley.

The Queen will open the new headquarters of the Hampshire *Fire Brigade at Eastleigh on* March 22.

The Prince of Wales, President of the Prince's Trust, accompanied by the Princess of Wales, will attend the premiere of the film "2010," *in aid of the Trust*, at the Empire, Leicester Square, on March 4.

Princess Anne, Patron of the Home Farm Trust, will visit the Old Quarries, Avening, Gloucestershire, on March 15.

Lord Adrian, Prof. John Boardman and Sir James Fawcett have been elected to membership of the Athenaeum under the provisions of Rule II of the club.

TODAY'S BIRTHDAYS

Lord Duncan-Sandys is 77 today; Adml Sir Andrew Lewis is 67; Lord Saville 68; Earl Spencer 61; Mr W. H. Hamilton 61; Mr Peter Laister 56; and Mr Nicholas Coral 55.

Today is the anniversary of the death of Sir Winston Churchill in 1965.

Luncheons

Her Majesty's Government

Sir Geoffrey Howe, Q.C., M.P., Secretary of State for Foreign and Commonwealth Affairs, was host at a luncheon given yesterday by Her Majesty's Government at 1, Carlton Gardens in honour of the Secretary-General of the United Nations, Señor Javier Pérez de Cuéllar.

Royal College of Surgeons of England

Prof. Sir Geoffrey Slaney, President of the Royal College of Surgeons of England, yesterday entertained at luncheon at the College:

Mr A. W. Hartwell, Prof. Ivan Johnston, Mr Peter H. Lord, Mr Kenneth Purnell, and Mr Edward Wheatley.

BASTON SCHOOL FOR GIRLS

Baston School for Girls Entrance Examination for admission at 11+ in September, 1985, is being held on Friday, Feb. 1. Several Bursaries will be awarded and a number of assisted places may be available. There will also be a Music Scholarship. Details and entry forms are available from the Headmaster's Secretary, Baston School, Hayes, Bromley, Kent, BR2 7AB. Tel: 01-462 1010. The School will be performing "Half a Sixpence" on March 25 and 26.

TODAY'S EVENTS

Queen's Life Guard mounts, Horse Guards, 11.

British Museum: Peggy Vanags, "Portraits of the Romans," 11.30; Kenneth Whitehorn, "Origins of English drawing," 1.15.

National Gallery: Colin Wiggins, Style (7): The Case Against Mannerism, 1.

City University, Northampton Sq.: Alan Hacker (clarinet) with Karen Evans (piano), 1.10.

St Bride's, Fleet St: Lunchtime Communion, 1.15.

TOMORROW'S EVENTS

Queen's Life Guard mounts, Horse Guards, 11; Queen's Guard mounts, Buckingham Palace, 11.30.

British Museum: Judy Rudoe, "From historicism to Art Nouveau: high Victorian and Edwardian jewellery," 11.30; Robert Garland, "Death in ancient Greece," 1.15.

British Library: Barbara Brend, "Masterpieces of Persian, Turkish & Moghul Painting," 1.10; "Manuscript Treasures from India," 2.30.

Museum of London: John Schofield, "The later years of Roman London," 1.10; Dr Roy Porter, "The Great Wen: cleaning up London in 18th century," 6.45.

National Gallery: Felicity Woolf, Gossaert: The Adoration of the Kings, 1.

St Paul's Cathedral: Robert Cowley, organ, 12.30.

St Martin-in-the-Fields, Trafalgar Sq.: Concert by Trinity College of Music Chamber Orchestra, 7.30.

Theatres, Cinemas—Page 35.

Forthcoming Marriages

Mr D. A. A. Ronaldson and Miss J. R. T. Hobbs

The engagement is announced between Lieut David Ronaldson, Royal Regiment of Artillery, elder son of Mr and Mrs W. D. A. Ronaldson, of Kirkcaldy, and Jessica, daughter of the Rev. A. E. T. and Mrs Hobbs, of Staplefield, Sussex.

Mr P. J. Mackenzie and Miss J. Fowles

The engagement is announced between Lieut Philip James Mackenzie, R.A., only son of Mr and Mrs Royden Bruce Mackenzie, Queen Mary Avenue, Camberley, Surrey, and Jayne Fowles, only daughter of Mr and Mrs John Fowles, Burghclere Manor, Newbury, Berkshire.

Mr G. A. W. Stocker and Miss M. H. Tempest

The engagement is announced between Geoffrey Alexander Wathen, son of the late Captain T. W. Stocker, Royal Navy, and of Mrs A. C. Stocker, of Woodend Cottage, Boldre, Lymington, Hampshire, and Mary Hazel, youngest daughter of Mr and Mrs H. R. Tempest, of Broughton Hall, Skipton, Yorkshire.

Mr I. J. F. Railton and Miss E. A. Nutt

The engagement is announced between Iain James Fergusson, elder son of the late Lieutenant-Colonel Roy Railton and of Mrs Jean Railton, of Harare, Zimbabwe, and Elisabeth Angela, daughter of Major and Mrs Richard Nutt, of Taplow, Buckinghamshire.

Mr J. M. Gilbert and Miss L. J. Darroch of Gourock

The engagement is announced between John, son of Mr and Mrs J. Reginald Gilbert, of West Kirby, Wirral, Merseyside, and Laura Jenny, daughter of Captain and Mrs Duncan Darroch of Gourock. The Red House, Camberley, Surrey.

Mr S. R. Slater and Miss L. A. M. C. Foot

The engagement is announced between Simon, son of Mr J. F. Slater, C M G, of London, W.4, and Mrs H. M. Slater, of Walberswick, Suffolk, and Lucy, daughter of Mr and Mrs J. C. Foot, of The Dower House, Wonersh, Surrey.

Mr M. J. Davies and Miss G. Bouwer

The engagement is announced between Michael, second son of the Rev. J. G. and Mrs Davies, of Exmouth, and Gillian, elder daughter of Mr and Mrs Paul Bouwer, of Durban, South Africa.

Mr T. J. Everett and Miss J. C. L. Burnell

The engagement is announced between Timothy, younger son of Mr Roger Everett, of Upton Lovell, Wiltshire, and Mrs Mark Fenwick, of Braishfield, Hampshire, and Josephine, only daughter of Mr and Mrs Richard Burnell, of Gerrards Cross, Buckinghamshire.

Mr H. S. Price and Miss C. I. Pavlich

The engagement is announced between Hugh, eldest son of Mr and Mrs S. R. Price, of Fetcham, Surrey, and Colleen, only daughter of Mrs T. S. Pavlich and the late Mr C. P. Pavlich, of Germiston, South Africa.

Mr A. J. Heasley and Miss A. Winder

The engagement is announced between Arthur, son of Mr and Mrs W. N. Heasley, of Tighnabruaich, Argyll, and Anne, daughter of the late Mr R. E. Winder and of Mrs Joan Winder, of Burnham-on-Crouch, Essex.

Mr C. P. Best and Miss M. A. Pennels

The engagement is announced between Christopher, eldest son of Mr and Mrs P. E. Best, of Fawkham, Kent, and Melissa, only daughter of Mr and Mrs S. A. Pennels, of Windham, Maine, U S A.

WEDDINGS

Mr T. Clarke and Miss E. J. Murdoch

The marriage took place on Saturday, Jan. 19, at St Peter's Church, Hurstbourne Tarrant, Hampshire, of Mr Timothy Clarke, son of Mr and Mrs R. Clarke, and Miss Emma Murdoch, daughter of Mr and Mrs A. W. Murdoch. The Rev. Ian Gardner officiated, assisted by Father Martin Salmon, O S B.

The bride, who was given in marriage by her father, was attended by Miss Jill Clarke and Miss Heidi Lamb. Mr Adrian Dixon was best man.

Mr F. G. Shoobridge and Miss C. S. R. Cheung

The marriage took place on Jan. 16, 1985, at St Peter Port, Island of Guernsey, of Mr Frederick George Shoobridge and Miss Chui See Rosabella Cheung, both of Hongkong. The Greffier, Mr K. H. Tough, officiated.

CHRISTENING

The infant son of Mr and Mrs David Gammell was christened *Harry William Scott* by the Rev. James Anderson at St Mary's Church, Stratfield Saye, on Sunday, Jan. 20, 1985. The godparents are Mr Robin Russell, Mr Colin Loxley, Mr Tim Ashfield, Mrs Lucinda Bennett, for whom Miss Morag McNaughton stood proxy, and Mrs Susanne Marshall.

IN MEMORIAM

The Hon. Paul Asquith

A memorial service for the Hon. Paul Asquith was held yesterday at the church of St Lawrence Jewry-next-Guildhall. The Rev. Basil Watson officiated and Canon Norman Barnett said prayers. The first lesson was read by the Hon. Luke Asquith (brother) and the second by Mr Jonathan Asquith (son). The address was given by Mr Peter Hordern, M P. Among those present were:

The Hon. Mrs Asquith (widow), Mr Rupert Asquith (son), Miss Clare Asquith and Miss Emily Asquith (daughters), Mrs Jonathan Asquith (daughter-in-law), Sir John and the Hon. Lady Stephenson (brother-in-law and sister), the Hon. Mrs Luke Asquith (sister-in-law), Mr and Mrs Richard Carew Pole, Mr and Mrs David Tudway Quilter (brothers-in-law and sisters-in-law), Miss Anne Asquith, Mrs Philippe Wines, Mr David Stephenson, Mrs Laura Bedington, Mr Simon Tudway Quilter, Mrs Christopher Daniel, Mr and Mrs Adrian McCancel, Miss Mary Talbot, Mrs J. Henderson.

Viscount Bridgeman, Viscountess Stuart of Findhorn, Viscount Wimborne, Chairman of Harris & Dixon (Holdings), Jersey, with the Dowager Viscountess Wimborne and Lord Brownlow, Directors: Lord Grimond, Lady Angela Whiteley, the Hon. Mrs Foster, Mr and the Hon. Mrs Crispin Gascoigne, the Hon. Mrs Oliver Dawnay, the Hon. Mrs Hammond-Maude, the Hon. Mrs Talbot, the Hon. Mrs Stacey, the Hon. Mrs Piers St Aubyn, the Hon. John Jolliffe, Sir Brian Warren, Sir Brandon Rhys Williams, M.P., Lady Harman.

Mr and Mrs Peregrine Folten, Mr and Mrs William Bell, Mrs Peter Hordern, Mr M. W. Pragnell, Chairman of the Harris and Dixon Group (United Kingdom), Mr H. G. J. Howell, Deputy Chairman of Harris & Dixon Ltd, with other directors and members of staff of companies in the Harris & Dixon Group: Mr M. J. Hussey, Mr Robert Cecil, Mr and Mrs James Bailey, Mr Gerald Williams, Major and Mrs A. G. Boraston-Atkins, Mr and Mrs Julian Teesdale.

Mr Paul Barnes, Guest Barnes and Co., Mr Richard G. Wymer, Director, Baxle Insurance Company (United Kingdom), Mr Ben Goodden, M & G Securities, Mr Michael Toynbee, Executive Chairman, Alexander Discount plc, Mr M. J. H. Meughan, Director, R. W. Sturge & Co., and many other friends and business associates.

Vice-Adml Sir Arthur Power

The *Lord Chancellor* was represented by Sir Derek Oulton, and the Master of the Rolls, the President of the Family Division and the Vice-Chancellor were present at the memorial service for Vice-Adml Sir Arthur Power held yesterday at the Temple Church.

The Master of the Temple, Canon Joseph Robinson, officiated. The lesson was read by Mr David Calcutt, Q.C., Chairman of the Bar, and Lord Justice Browne-Wilkinson, President of the Senate of the Inns of Court and the Bar, gave the address. Among others present were:

Lady Power (widow), Mr Stephen Power, Mr William Power (sons), Col and Mrs J. D. Power, Mr and Mrs M. G. Power (brothers and sisters-in-law), Miss Isabel Power, Mr R. M. A. Power, Mrs V. Woodford, Major and Mrs E. W. A. Power, Mr Nigel Power, Dr and Mrs J. McGoldrick.

Lord Rawlinson of Ewell, Q.C., Lord and Lady Templeman, Lord Justice Parker, Lord Justice Lloyd, Lord Justice Robert Goff, Lord Justice and Lady Ackner, Lord Justice Griffiths, Lord Justice O'Connor, Mr Justice Russell, Mr Justice Tudor Price, Mr Justice Bingham, Mr Justice Hirst, Mr Justice and Lady Nolan, Mr Justice McCowan, Mr Justice Woolf, Mr McCullough, Mr Justice Woolf, Mr Mervyn Davies, Mr Justice Scott, Mr Justice Staughton, Mr Justice Warner, Treasurer, Lincoln's Inn, Mr Justice Taylor, Mr Justice Caulfield, Mr Justice Ralph Gibson, Sir William and Lady Boulton.

Sir Patrick Mayhew, Q.C., M.P., Solicitor General, Adml Sir Simon Cassels, representing the Admiralty Board, Judge Sir William Stabb, Q.C., Treasurer, Inner Temple, Vice-Adml Sir Stephen and Lady Berthon, Vice-Adml Sir Peter Berger, Vice-Adml Sir Gerard Mansfield, Vice-Adml Sir Derek Reffell, Vice-Adml Sir Patrick Bayly, Sir Denis Marshall, Sir John Thompson, Sir Max Williams, Sir George Waller, Sir Norman Skelhorn, Q.C., Sir Patrick Neill, Q.C.

Mrs David Calcutt, Mr Michael Murray, Secretary to the Senate, Mr John Mills, Q.C., Treasurer, Middle Temple, with Rear-Adml J. R. Hill, Under-Treasurer; Rear Adml T. B. Homan, Sub-Treasurer, Inner Temple, Judge Brompley, Q.C., Chief Social Service Commissioner, Mr John Bowron, Secretary-General of the Law Society, Mr John Griffiths, Q.C., also representing the Hongkong Bar, Mr Robert Johnson, Q.C., representing the Family Law Bar Association, Mr Barry Mitchell, Chairman of the Bar Association for Commerce, Finance and Industry, Mr Ned Denison, Criminal Bar Association, Mr E. Tenenbaum, Council of Legal Education.

Rear-Admiral C. A. W. Weston, also representing King Edward VII Hospital for Officers, Mr Desmond Fennell, Q.C., Leader of the Midland and Oxford Circuit, Mr William Roberts, Barristers' Clerks' Association, Mrs Elizabeth Brenwell, Law Society Gazette, Mr Hugh Corrie, Department of Legal Services, the Daily Mirror, Mr Richard Bullock, President of the Old Rugbeian Society, Mr N. J. Armstrong, Child and Co., Rear-Adml and Mrs E. W. Ellis, Maj.-Gen. John Owen, Mrs T. Crofer, Mrs B. Warburton and Mr and Mrs I. Hughes, together with many other members of the legal profession and other friends.

Lady Longmore

A service of thanksgiving for the life of Lady Longmore was held at Holy Trinity Church, Sunningdale, on Jan. 19. The Rev. David Price officiated and the lessons were read by Maj.-Gen. John Ward-Harrison (nephew) and Mr James Longmore (stepson). Among those present were representatives of the Royal British Legion and Conservative Associations.

DINNERS

Her Majesty's Government

The Secretary of State for *Foreign and Commonwealth* Affairs and Lady Howe were hosts at a dinner given last night by Her Majesty's Government at the Garrick Club in honour of the Secretary-General of the O E C D and Mme Paye.

Cities of London and Westminster Society of Architects

The Lord Mayor and the Lady Mayoress, Sir Alan and Lady Traill, accompanied by the Sheriffs and their ladies, were present at the annual dinner of the Cities of London and Westminster Society of Architects held last night at Guildhall. *The Speaker of the House of* Commons was also present. Mr Stuart J. Murphy, President of the Society, who was accompanied by Mrs Murphy, presided, and the other speakers were the Lord Mayor, Mr Larry Rolland, Senior Vice-President, Royal Institute of British Architects, Mr Bryan Snow, *Vice-President* of the Society, and Mr Peter Jones, President, Society of Architects for Local Authorities.

Royal Society for Asian Affairs

Lord Denman, President, presided at the annual dinner of the Royal Society for Asian Affairs held last night at the Savoy. The other speakers were Lord Greenhill of Harrow, Lord Richardson of Duntisbourne and Sir Michael Wilford.

United and Cecil Club

The United and Cecil Club dined last night at the House of Commons. The guest of honour and speaker was the Secretary of State for the Home Department, Mr Leon Brittan, Q.C., M.P. The Chairman of the Club, Sir Humphery Atkins, M.P., presided and Mr Michael Cook also spoke.

Coningsby Club

The Coningsby Club entertained *Mr Norman Tebbit, M.P.,* Secretary of State for Trade and Industry, at dinner last night at the Carlton Club. Mr Andrew Stuttaford presided.

Society of Industrial Artists and Designers

Miss June Fraser, President of the Society of Industrial Artists and Designers, Mr Michael Wolff, President-elect, and the Director, Mr Michael Sadler-Forster, entertained the following Honorary Fellows of the Society at dinner last night in the Members' Room, 12 Carlton House Terrace, S.W.1.

Viscount Esher, Lord Reilly, Sir Robert Fairbairn, Sir Misha Black, *Sir Arthur Knight, Sir Peter Parker,* Sir Duncan Oppenheim, Sir Huw Wheldon, Mr Geoffrey Adams, Mr A. Gardner-Medwin, Mr Harold Glover, Mr Keith Grant, Mr Anthony Heal, Mr T. Mervyn Jones, Mr Leslie Julius, Mr David Mercer and Mr Donald Tomlinson.

Tobacco Pipe Makers' and Tobacco Blenders' Company

Sir Kenneth Newman, Commissioner of the Metropolitan Police, was principal guest and speaker at a dinner held last night at Carpenters' Hall by the Company of Tobacco Pipe Makers and Tobacco Blenders for the livery and their guests. The Master, Mr H. E. P. Spearing, presided and Mr G. P. R. *McGuinness-Smith also spoke.*

Woolmen's Company

The Master, Mr Robin Auld, Q.C., and Wardens entertained liverymen and their guests at dinner last night at Tallow Chandlers' Hall after the alms court meeting of the Woolmen's Company. The speakers were Mr Keith Brame, Lord Elwyn-Jones, Mr David Mellor, M.P., Parliamentary Under-Secretary of State for Home Affairs, and the Master. The Rt. Rev. Lord Coggan and Sir John Pagan were present.

London House

The annual dinner for overseas and United Kingdom students of the Combined Arts Faculty was held last night at London House for Overseas Graduates at the invitation of the Governors and staff. Lord Peyton of Yeovil, a Governor, who was accompanied by Lady Peyton, presided.

Latest Wills

	Net
ARMITAGE, R. M., Camberley, Surrey	£360,618
BASSETT, Mrs Ivy G., Barnt Green, Worcestershire	327,914
BOYD, W., Plymouth	199,953
BRITTEN, Mrs Claudia M., Boldre, Hants	184,509
BURNS, J. M., Horam, East Sussex	558,220
CATFORD, H. G. B., Weston super Mare	182,019
EMBERSON, T. G. A'C., Clearbrook, Devon	196,504
HARTE, Lt-Col E. W. B., Fleet, Hants	190,281
KARSTEN, H. T., Chelsea	402,339
MILLS, P. J. W., Hitchin, Herts	436,887
SPENCE, D. M., Freshwater, Isle of Wight	440,744
SWEET, Mrs Lilian G., M'sterton, Somerset	135,496
SYMINGTON, Mrs Gladys M., Belton, Leics	785,860
THORNTON, Mrs Kathleen M., Sunbury on Thames	205,885
WILKINSON, Mrs Ruth V. E., Southbourne, Dorset	554,740

RESTRICTIONS ON POPULAR FILMS LIFTED

Restrictions on the showing of popular films, which operate in *favour of big cinema chains,* will be suspended during an experiment approved by the Government yesterday.

Consumer Affairs Minister Mr Fletcher, in a Commons written reply, approved proposals from the Director General of Fair Trading to implement Government plans cutting the period of exclusive showing by the big chains to four weeks—after which they would be available to competing cinemas.

The Government had proposed setting up the experiment after the Monopolies Commission called for an end to the system of alignment and "barring"—under which the showing of popular films could be restricted.

MORE UGANDAN AID

The Overseas Development Administration has made an emergency aid grant of £227,000 to help drought victims in the Karamoja region of Uganda. The money, to be channelled *through Oxfam, is in addition to* its annual £6 million for Uganda.—Reuter.

Art Sales

'Mousetrap' gun sold for £600

By ALISON BECKETT Art Sales Correspondent

THE gun used in more than 4,000 performances of Agatha Christie's "The Mousetrap" was sold to an unknown buyer at Sotheby's in London yesterday for £600.

When the show opened in 1952 it was used by Richard Attenborough as Det. Sgt Trotter. It was later sold for £6 to Sir Peter Saunders, who bought the rights to the play.

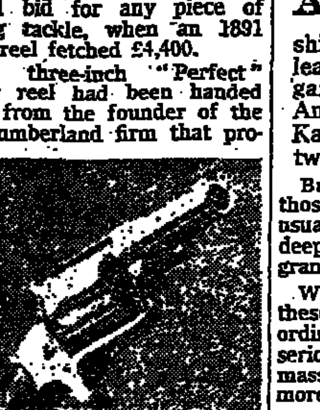
But while "The Mousetrap" has become the world's longest running play, the six-inch long Colt New House ·38 revolver was dropped from the production after real firearms were banned from stage shows in 1962.

Proceeds of its sale will go to help needy actors.

1891 trout reel

Other highlights of the shooting and fishing auction, which totalled £178,369, included a record bid for any piece of fishing tackle, when an 1891 trout reel fetched £4,400.

The three-inch "Perfect" Hardy reel had been handed down from the founder of the Northumberland firm that produced it. It topped the previous record last year by £1,100 when it went to a private buyer.



Gun for Sale—the "Mousetrap" Colt revolver which fetched £600 at auction.

The highest price paid for a rod was also achieved in the same auction when a mid-19th Century example by T. Aldred, purchased six months ago by *the vendor at a jumble sale in* Scotland for £1, realised £680.

MUSICAL BOX RECORD

£11,000 Donald Duck watch

In Sotheby's toy and doll sale *the grand* 1901 Swiss orchestral plaything of a Persian prince established a record for a musical box when it was sold to an American for £19,000.

The other star of the £319,560 auction was a Donald Duck 18-carat gold watch made only last year by Garrard to mark the character's 50th birthday. It more than doubled expectations, going to an English buyer for £11,000.

Prices do not include buyer's premium which is 10 per cent.

World Chess

BRILLIANCE DESPITE THE DRAWS

By B. H. WOOD
Chess Correspondent

ANOTHER draw in the world chess championship match yesterday leaves the score in won games (all that count) Anatoly Karpov 5, Gary Kasparov 1, as for the last two months.

But it is brilliant stuff. Even those very short draws are usually based on an assessment deeper than any but a super grand master could conceive.

When the match is over and these two players return to ordinary tournament play, my serious forecast is that they will massacre all their rivals even more mercilessly than before.

Consequences all calculated

In this game, when Kasparov *made his 21st and 22nd moves,* he had calculated out all the consequences up to his 27th and *beyond.*

In the diagrammed position, already several moves into the analysis, it looks as if his 26th move allows White to pick kup a knight and bishop for a rook.

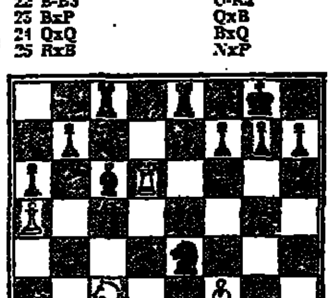
Even strong club players *might not note the resource on* Black's 27th, based on threats of mate on White's back rank.

World championship is an iceberg with most of the possibilities deep below the surface.

Tommorw, the gladiators will face each other again.

SICILIAN DEFENCE

	KARPOV (White)	KASPAROV (Black)
1	P-K4	P-QB4
2	N-KB3	P-Q3
3	P-Q4	PxP
4	NxP	N-KB3
5	N-QB3	P-QR3
6	B-K2	P-K3
7	Castles	B-K2
8	P-B4	Castles
9	K-R1	Q-B2
10	P-QR4	N-B3
11	B-K3	R-K1
12	B-B3	R-N1
13	Q-Q2	NxN
14	BxN	P-K4
15	B-R7	R-R1
16	B-K3	B-Q2
17	P-R5	QR-B1
18	B-K2	B-B3
19	Q-Q3	Q-Q1
20	KR-Q1	PxP
21	BxP	B-B1
22	B-B3	Q-K2
23	BxP	QxB
24	QxQ	BxQ
25	RxB	NxP



26	RxB	RxR
27	NxN	R(B3)-K3
28	K-N1	RxN
29	BxR	RxB
30	R-Q1	P-KN4
31	R-Q5	P-R3
32	P-B3	R-K3
33	K-B2	K-N2
34	P-KN4	P-N3
35	P-R3	K-N3
36	K-B3	P-R4

Draw agreed.

SHORT IN LEAD

Remarkable score

Nigel Short, 19, is leading Lev Alburt by $3\frac{1}{2}$-$1\frac{1}{2}$ in the match between the British and American chess champions in Foxboro, Mass. The score is the more remarkable because *the two have almost identical* world gradings.

The match in America is for the best of eight games, which will all be played. One more win would give Short victory in the match. In the fourth game, Alburt seemed to have a promising attack, which he must have misplayed, and Short turned the scales with a furious counter-attack.

SANDRINGHAM RUN

Three *thousand runners* are expected to take part in a mini-marathon over a 13-mile course on the Queen's Sandringham Royal Estate on May 26.

Obituary

Griffith Sandy, who has died, aged 84, was a WESTERN MORNING NEWS staff photographer who won a national award for the best news photograph of the year in 1936. His picture of the Herzogin Lelille 3,100 tons, a four-masted Finnish schooner wrecked off the Devon coast, showed the crew being rescued by breeches buoy to the clifftop. He took his picture hanging over the cliff with a colleague holding his legs.

Patrick Cardinall Mason Sedgwick. At Pembury, Kent, aged 73. Entered Colonial Civil Service, Hongkong 1935, seconded Malaya 1941-1942, attaché, Chungking 1942-43. Hongkong Planning Unit, London 1944-45. Commissioner for Labour and Mines, Hongkong 1955-65. Director Hongkong Government office, London 1965-69. C M G 1965.

Harold Elvin. In London, aged 75. Artist and ceramics designer who wrote many books describing his world travels on a bicycle, including "The Ride To Chandigarh," "A Cockney In Moscow," "The Story At Cannons," "When She Cried On Friday," "The Incredible Mile" and "Elvin's Rides."

WAY OF THE WORLD

A Special Factor

IT is no accident that while more and more striking miners are returning to work in most of the British coalfields, the miners of South Wales remain "solid." The long-established radical loyalties of the miners of the Valleys are reinforced by a feeling of nationalism which may not even be conscious, but must certainly be there.

Plaid Cymru, the Welsh Nationalist party, which has been moving leftwards for some time now, has declared *its support for the strike and* its activists are doing all they can both to help relief work for miners' families and to promote nationalist feeling.

The leftward shift of the Welsh Nationalist party, which under the leadership of its *Catholic founder, the writer* Saunders Lewis (now 91 and overdue for a Nobel Prize), used to be admirably reactionary, concentrating on "cultural" nationalism and the defence of the Welsh language, has caused this column, with *some repining, to withdraw its* support.

Few of the striking miners of South Wales speak their own language, though the not very remote ancestors of most of them certainly did. If they still spoke Welsh this column would *be in a state of agonising confusion, leading to internal strife and even mental civil war, with* the danger of intervention by outside powers.

So for that trivial reason, though most emphatically for no other, it may be just as well that the ancient and noble language of Wales is no longer commonly spoken in the Valleys.

Noble Deeds

"FIREMEN wearing breathing apparatus," it is reported, "burst into a smoke-filled house" at Smethwick where a bedroom was on fire and found a woman and her two daughters watching television in a room downstairs. "They were all very relaxed," said a fireman. "One of them was even puffing on a cigarette . . . I shouted: 'Come on, you've got to get out!' They just said: 'Oh, all right'."

This account is disputed by the people concerned. According to one version, the woman explained that they had merely left the television on while moving to another room. In another version the woman is quoted as saying in a dignified way: "We stayed inside because we had complete faith in the firemen."

Surely no such explanations are needed for what many people would regard as a steadfast devotion to television amounting to heroism and *deserving medals all round.*

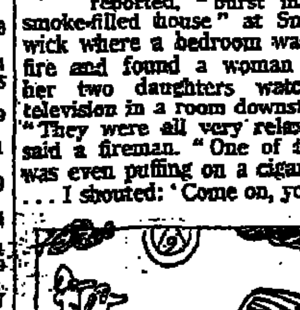
The bravery of these people, admirable though it is, does not quite equal the noblest exploits in this kind. Many will remember the case of Mr J. S. Stunn of Soup Hales (a cousin of Arthur Stunn of Nerdley, the man they call "*Mr Seatbelt*") and his wife Edna.

Their house caught fire while they were watching "Spot the Moron" on G P I television one evening in February 1975. Urged by neighbours, firemen, social psychiatric workers and *eventually high council officials* to leave, they nobly refused. In a fine gesture of defiance, Mr Stunn turned up the television to maximum volume, drowning the pleas of would-be helpers and the crackling flames.

Their heroism was rewarded by what some thought a miracle. Suddenly torrents of rain fell out of a clear sky, extinguishing the flames and eventually putting their house under three feet of water. The intrepid pair went on watching the now floating but miraculously functioning television.

Later, at a moving ceremony at Paralysis House in London, Sir Godfrey Fobster, chairman of G P I, presented them with the Golden Shield of Valour, the Network's supreme award.

As he read out the citation ("with a devotion and courage beyond the call of duty . . .") everybody was in tears except Mr and Mrs Stunn, whose eyes were fixed on a television set showing "the Ron Giggling Quiz Show," at the far end of the gilded and sumptuously upholstered "V I P" saloon.



Medical Note

AN expert on ammunition production at the Royal Ordnance Factory has been sent to jail for six years for stealing huge quantities of bullets and hoarding them at home. He did this not for terrorist purposes but out of "collector's mania."

Dr John Henbane, chief "Way of the World" Medical Correspondent, comments: This impulse to collect ammunition, or Krupp's Syndrome, as we medicos call it after a well-known German sufferer, is not so uncommon as the layman may imagine.

In my early days as a G P I came across several patients who had somehow contracted this distressing complaint. Its causes, or aetiology as we brethren of the stethoscope call it, are still obscure. Nor do we know for certain whether it is infectious. It can occur among both men and women.

One woman patient of mine, I recall, came to me in the first place because her husband, who worked in a small "art" handmade bullet factory, gave her a set of ornamental bullets as a wedding anniversary present, jokingly suggesting that "they might come in handy some time." Little did he know what trouble he was storing up for himself!

This patient complained of an irresistible impulse to collect ammunition — bullets at first, then shells of larger and larger calibre, until she was actually hoarding huge railway-gun shells of the "Big Bertha" type. She had an uncanny ability to "sniff them out," to use a medical term, in the most unlikely places, such as tea-rooms, and was "worried to death" by the problem of hiding them at home so that her husband would not find them.

Inevitably the whole lot went up one morning when she was in my surgery, causing widespread damage. All I could do was prescribe a mild sedative, plenty of rest and, above all, advise her to avoid going anywhere near ordnance *factories.*

Krupp's Syndrome is still a major medical puzzle-point, though luckily people tend not to leave bullets lying about as much as they once did. But I know for a fact that the back-room boffins are working all out on a miracle drug which will put paid to this scourge, and I have no doubt, no doubt at all, that one fine morning they'll come up with the answer.

Peter Simple

PERSONAL

Private £5 per line. Charity appeals £4 per line. Trade £9·50 per line.

THY throne, O God, is for ever and ever: The sceptre of thy kingdom is a right sceptre. Thou lovest righteousness, and hatest wickedness: Therefore God, thy God, hath anointed thee With the oil of gladness above thy fellows. Psalm XLV, v. 6-7.

TARA.—Happy Birthday darling luv.—Grandpa, Mum, Dad, Sunila.

PRINCESS.—Happy Birthday ILY.—C.

PRAISE & THANKS to St Jude & S.H. for help. Please continue.—C.M.

ST JUDE, sincere thanks.—M.A.G.

THANK YOU ST JUDE.—D.

THANKS Our Lady & St Jude.—W.B.

ST JUDE.—Thank you again.—E.J.

BELATED THANKS S.H.J. and St Jude.—E.M.

ST JUDE.—Grateful thanks.—P.T.

BENNETT, BRIAN BENNETT otherwise BRIAN JOHN BENNETT late of 28 Pond Cottage, West Wickham, Kent, died there on 16th May, 1983 (Estate about £8 000). The mother of the above-named is requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate.

BEMPERINGHAM, BARBARA BEMPERINGHAM, SPINSTER, late of 20 Lillie Mansions, Lillie Road, Fulham, London SW6, died at Fulham on 11th December, 1983 (Estate about £2,870). The mother of the above-named is requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate.

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THE COMPANIES ACT, 1948. IN THE MATTER OF NOW PRODUCTIONS LIMITED. Court No. 003590 of 1984. Nature of Business: Film Producers. Winding-up Order made: 26th November, 1984. Date and place of first meetings: Creditors: 7th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock. Contributories: On the same day and at the same place at 2.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF SESSEGNON & CO. LIMITED. Court No. 006187 of 1984. Nature of Business: General Merchants. Winding-up Order made: 19th November, 1984. Date and place of first meetings: Creditors: 8th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 10.00 o'clock. Contributories: On the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

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THE COMPANIES ACT, 1948. — IN THE MATTER of DINSH LIMITED, formerly CARDINI SHOES LIMITED. Court No. 005028 of 1984. Nature of Business: Shoe wholesalers. Winding-up Order made 22nd October, 1984. Date and place of first meetings: Creditors, 7th February, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 11.00 o'clock. Contributories, on the same day and at the same place at 11.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

هكذا من الاصل

New arrivals on the travel scene

BY HILARY ALEXANDER

TRAVELLERS, according to insiders in the luggage business, break down into two distinct types: the packers and the crammers.

Packers are those who methodically fold and roll their clothes into a suitcase. Their unpacking reveals a minimum of creases. Crammers, on the other hand, work on the two-into-one must go principle — stuffing, shoving and, finally, roping the entire family in to sit on the case to get it closed.

Samsonite, who has just launched its 1985 range of luggage, offers inside information to the latter on how to pack a successful suitcase.

First, pack dresses or skirts which are more likely to crease. Let the bottoms of long skirts and dresses hang out until the case is full, then fold them over.

Fold lingerie, blouses and T-shirts lengthwise and roll up; folds will be less noticeable.

Pack shoes (wrapped in shoemitts) and other heavy items at the bottom of the case, opposite the handle. Put socks or stockings inside shoes to save space.

Put jackets on hangers, button up and place face down. Fold sleeves diagonally backwards. (Special folding devices are available.)

Family travel calls for luggage that is hard-wearing, lightweight and functional and Samsonite's new "Rhapsody" range is particularly appropriate. It is in a black and grey colour scheme this year, which will not show the scuffs. Black/maroon and brown / beige colour schemes are also available.

The range is made of polyamide with durable PVC piping. The zippers are guaranteed for two years. There are four wheeled suitcases and a selection of co-ordinated smaller bags ideal for weekends, overnighting or for last-minute toys and books.

New styles include a U-shaped shoulder bag and a boxy beauty case with handle and shoulder strap, which will double as a handbag.

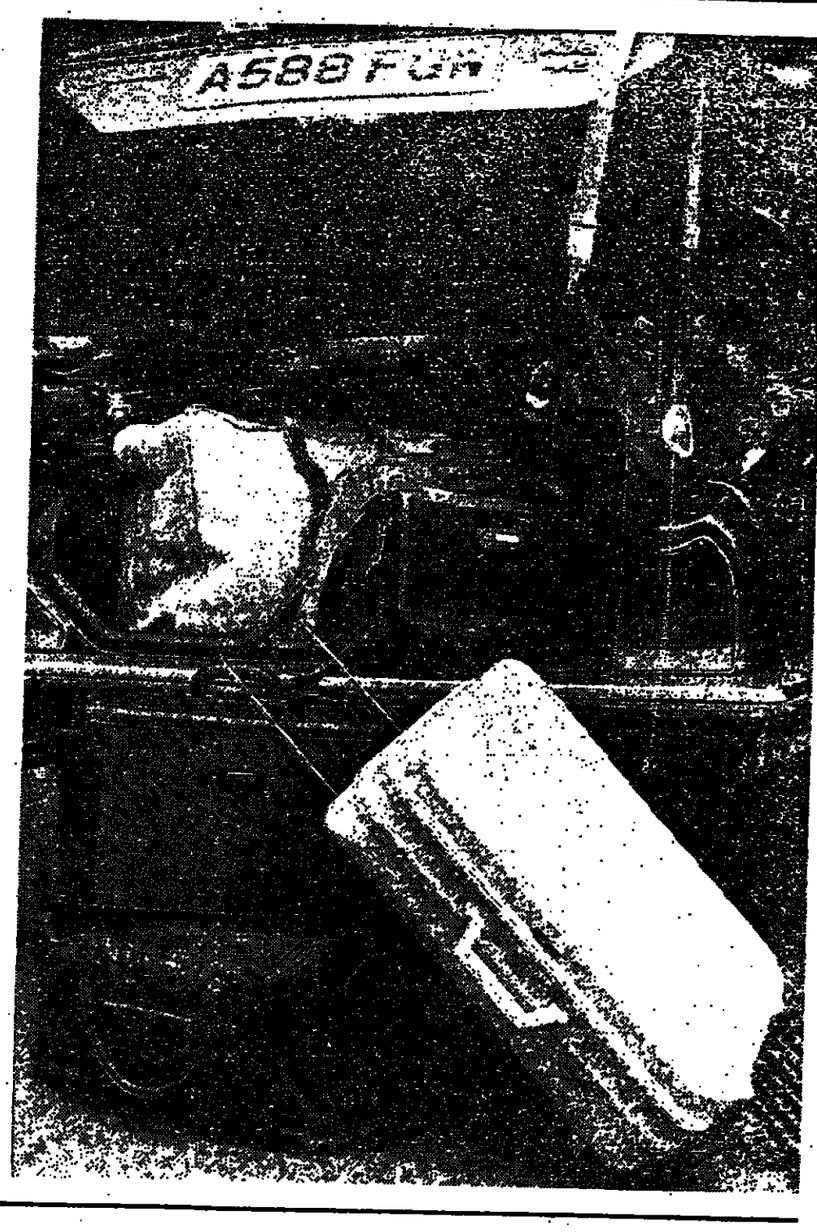
Those searching for a suitcase with retractable wheels will be glad to hear that French luggage firm, Delsey, has "re-invented" the wheel.

Delsey's well-known "trolley case" has been off the market for some three-and-a-half years. It re-emerges this season with a new look and a new undercarriage. The case is designed to be pulled from behind by a T-shaped handle. Pull the handle up and two wheels appear; push it back down and the wheels fold back into the body.

The "trolley case" is rigid, made from a tough, heat-moulded man-made fibre. It is available in black, metallic bronze, ivory, claret and navy blue.

For a more classic and stylishly old-fashioned look, there is the Bridge collection of grips, duffle bags and overnight bags in rustic "antiquated" leather. These are hand-made in Florence and feature brass studs, locks and clips.

And for the crammers there is the latest collection from Mulberry with a Colonial theme. These are big, soft and squashy bags and cases in tough canvas with zip tops, leather tabs and webbing details.



PICTURED:

In car boot, from left: Samsonite's "saddle bag" which transforms a briefcase into an overnight or cabin bag, £55·50 from Selfridges, Oxford Street, London W1; Dickins & Jones, Regent Street, London W1; Gate 15, Kingston; Bagatelle, Manchester; Brown Brothers, Leicester and other Samsonite stockists.

Mulberry's soft, large "Colonial Canvas" suitcase and smaller khaki canvas holdall, both with webbing straps and handles, £110·50 and £79·50, available from The Mulberry Shop, 11-12 Gees Court, St Christopher's Place, London W1; Austin Reed, Regent Street, London W1 and Austin Reed mail order.

Beauty case from Samsonite's "Rhapsody" range, in black and grey with handle and shoulder strap, £43·50.

Hanging: U.S. Army-style "saddle bag" in brown leather with webbing strap and printed military motifs, £145 from Liberty, Regent Street, London W1.

On ground, from left: classic grip in elephant hide-look antiquated leather from The Bridge Leather Goods, £185, from Reid's, Fleet Street, London, EC4; Andrew Soos, Old Bond Street, London W1; Castle Sheepskins, Windsor; D'Artagnan, Manchester; Hoopers, Torquay.

Co-pilot bag with top opening access, handle and shoulder strap, from Samsonite's "Transit" range, £52.

"Trolley Case" with retractable wheels by Delsey, 28in. size £109, from Revelation, Piccadilly, London W1; D. H. Evans, Oxford Street, London W1; Barkers of Kensington, London W8; Rackhams, Birmingham; Lewis's, Manchester; Frasers, Glasgow.

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The debut of a teenage talent

By Robin Stringer

ANY young woman making her debut with a leading ballet company would be delighted to get reviews describing her as "as natural and easy a dancer as she is an actor . . . with no apparent technical problems—a dancer of rare merit . . . ;" and applauding her for the way she "delights by her delicacy and technical ease . . ."

But the clue to what is so exceptional about Katherine Healey, who made her British debut this month in the Festival Ballet's "Nutcracker" at the Festival Hall in London, lies in one leading critic's praise of the way she danced "with the freshness of a girl."

She could hardly do otherwise — for this 15-year-old from Brooklyn (pictured left) is a rare prodigy, deserving the label of "American wunderkind," not only for her dance prowess, but for her already-established international status as an ice skater and actress.

Newly appointed the Festival Ballet's youngest-ever principal dancer, her other performing experience ranges from international skating with John Curry and Robin Cousins to acting, as a 12-year-old, opposite Dudley Moore and Mary Tyler Moore in the film "Six Weeks," when she played a girl dying of leukaemia.

"Dancing is what really matters to me," she said, "but I intend to stay on at high school in New York until I am 17. Then, in 18 months' time, I will come and stay in London — if they still want me."

Contracted to the Festival Ballet for two years, she will be with the company on its visit to Monte Carlo during her Easter vacation and is back again in May to prepare for the company's summer season in London. In the summer, she is already ear-marked to dance Juliet in Sir Frederick Ashton's production of "Romeo and Juliet" and the title role in "Coppelia."

Both her lawyer father, Walter and her mother Margaret, give their only daughter every encouragement and frequently travel across the Atlantic to be with her.

She showed promise amazingly early. "I started skating at two years eight months," she recalled precisely. "It was something to do for fun and my mother wanted me to have some exercise. When I was four, I saw Rudolf Nureyev in 'I am a Dancer' and then all I wanted to do was to be a ballet dancer."

Progress was rapid and, after training at the American School of Ballet, she entered at 14 the prestigious Varna Competition, in Bulgaria (usually dominated by East European dancers), and waltzed away with a gold medal.

She is entering another competition in June — she swears it will be her last —the Fifth International Ballet Competition in Moscow. She will be partnered there by another new recruit to the Festival Ballet, young Frenchman, Patrick Armand, together with whom she has made such an impression in "Nutcracker."

Her arrival at the Festival Ballet owes everything to the company's new young Danish director, Peter Schaufuss.

He saw her dancing at the Spoleto Festival in Italy last summer and recognised her "tremendous talent."

The admiration is mutual. Said Miss Healey of her new employer (explaining her decision to commit herself to Festival Ballet): "Peter Schaufuss is the first person who has taken me as more than a mere technical trickster. I love the company."

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EATING IN — BY JANET LAURENCE

Spicing up our winter days with foreign flavours

THIS IS the lean and hungry time of winter, a time for food that will nurture both budgets and bodies. Eating traditions in countries used to making the most of a little, such as Italy, China, Mexico, can produce tasty ideas.

Fish lasagne is delicious. Pasta is a good friend to the budget-conscious cook. It goes a long way and needs very little fish or meat for a tasty sauce. Buy a good variety and remember that wholewheat pasta is more nutritious.

Chinese techniques for quickly frying slivers of meat with similar-sized vegetables, as in **Stir-Fry Chicken with Mushrooms and Artichokes**, produces a dish that stints on meat but never on flavour.

Pulses, dried peas and beans are cheap sources of protein and are used in many ethnic dishes. Spicy Mexican **Chilli con Carne** uses red kidney beans; quantity can be adjusted according to taste and availability of meat. Do remember to boil the soaked beans hard for ten minutes before simmering to tenderness, as this destroys their toxins. Canned beans are ready cooked.

Pork with Red Cabbage has its origins in Europe. Its tangy sauce and robust flavour will dispel any winter blues instantly.

These recipes make use of a judiciously stocked storecupboard. Good quality mango chutney, dried mushrooms and concentrated tomato purée, Worcestershire sauce, anchovy sauce, soy sauce, unrefined oil and wine or sherry vinegar all add interest to economy cooking.

All recipes serve four.

THE RECIPES

FISH LASAGNE

INGREDIENTS:

Approx. 6oz lasagne pasta
2 garlic cloves, crushed
1 tablespoon vegetable oil
12oz white fish (cod, coley, hake, etc.)
1 tablespoon white wine vinegar
1 tablespoon lemon juice
½ pint water
6 peppercorns
½ bay leaf
Salt
1½ tablespoons tomato purée
1 tablespoon anchovy sauce
8oz petits pois, thawed
½ pint natural yogurt mixed with 2 teaspoons cornflour
1oz butter or margarine
1oz flour
½ pint milk
Small quantity dried crumbs

METHOD:

Pre-cook lasagne pasta in boiling water, and dry it on a clean cloth. Place fish in one layer in a shallow dish, pour in water, lemon juice and vinegar; add peppercorns, bay leaf, a little salt; poach in oven, 375F (Gas 5), 10 to 15min or until fish is just cooked. Strain off liquid and reserve; flake fish. Heat oil gently, add garlic, cook for few min, add tomato purée, blend in cooking liquid then yogurt mixture; bring slowly to boil, stirring continuously; simmer for 2min. Add anchovy sauce and check seasoning. Remove from heat, add peas. Make a smooth sauce from fat, flour and milk; season. In lightly-greased shallow dish place layer of fish sauce, pasta, fish, fish sauce, etc., ending with layer of pasta. Spread white sauce over last layer, sprinkle with crumbs. Reheat at 400F (Gas 6) for 25min. Allow to stand for 5min before serving with green salad.

STIR-FRY CHICKEN WITH MUSHROOMS AND ARTICHOKES

INGREDIENTS:

1 clove garlic, crushed with salt
1 tablespoon soy sauce
12oz boneless chicken breasts, thinly sliced
1 tablespoon vegetable oil
1 large onion, thinly sliced
3 stalks celery, thinly sliced
2 medium-sized carrots, sliced
1lb artichokes, peeled, cut in matchstick-sized strips
½lb button mushrooms, thinly sliced
2 dried mushrooms soaked in ½ pint boiling water for 20min, mushrooms sliced and soaking water strained (or ½ pint boiling water)
3 tablespoons finely-chopped fresh parsley
Salt and pepper
2 tablespoons medium sherry or 1 tablespoon sherry vinegar
1 teaspoon cornflour mixed with 1 tablespoon cold water

METHOD:

Add garlic to chicken strips with soy sauce and toss to mix. Heat oil in wok or large frying pan and lightly and quickly fry chicken strips until they change colour; remove and keep warm. Add onion to pan, fry for 2min, stirring all the time, add remaining vegetables with seasoning and stir-fry 7 to 8min until just cooked. Replace chicken, add strained mushroom liquid or boiling water and parsley. Push food to side of pan, add sherry and cornflour mixture, stirring until slightly thickened and clear. Check seasoning and serve immediately with brown rice.

CHILLI CON CARNE

INGREDIENTS:

2 tablespoons vegetable oil
2 large onions, chopped
2 teaspoons chilli or cayenne powder
4 dried red chillies, seeds removed, soaked in boiling water for 15min, and chopped (check pungency by tasting a little piece, adjust quantity as necessary)
1lb minced beef
14 to 16oz tin peeled tomatoes
2 tins red kidney beans, drained, or 6 to 8oz dried red kidney beans, soaked and cooked in fresh water until tender
1 medium-sized green pepper and 1 medium-sized red pepper, seeds and pith removed, chopped
1 bay leaf
Salt and pepper

METHOD:

Heat oil and cook onions gently until soft. Add chilli/cayenne pepper, cook for 2min, stirring. Raise heat, add soaked, chopped chillies and meat and brown all over. Add tinned tomatoes with juices, drained kidney beans, chopped peppers, bay leaf, seasoning; cover pan and either cook very gently on top of stove or place in oven at 300F (Gas 2) for 2hr until meat is very tender. Check the liquid is not drying out and add water if necessary. Skim off excess fat. Serve with green vegetables and plain potatoes, or good wholewheat bread.

PORK WITH RED CABBAGE

INGREDIENTS:

1oz butter or margarine
1½lb red cabbage, thinly sliced
2 apples, cored and sliced
1 dessertspoon carraway seed
2 tablespoons wine vinegar
1 dessertspoon golden syrup
Salt and pepper
1½ to 2lb lean belly of pork, boneless, cut in thick slices and rind removed
2 tablespoons mango chutney
1 tablespoon Worcestershire sauce
1 tablespoon tomato ketchup
½ tablespoon soy sauce
1 tablespoon French mustard
Salt and pepper

METHOD:

Heat butter or margarine, add cabbage, apples, carraway seed, vinegar, syrup and seasoning and stir well together. Cook gently for 30min. Place in a wide dish and add pork slices in one layer on top of cabbage. Mix together remaining ingredients and spread half over pork slices. Cover with tin foil, place in oven at 325F (Gas 3) for 1½hr or until pork is tender. After 1hr spread over remaining sauce and remove lid; raise heat to 375F (Gas 5) for last 10min of cooking. Serve with creamed or baked potatoes.

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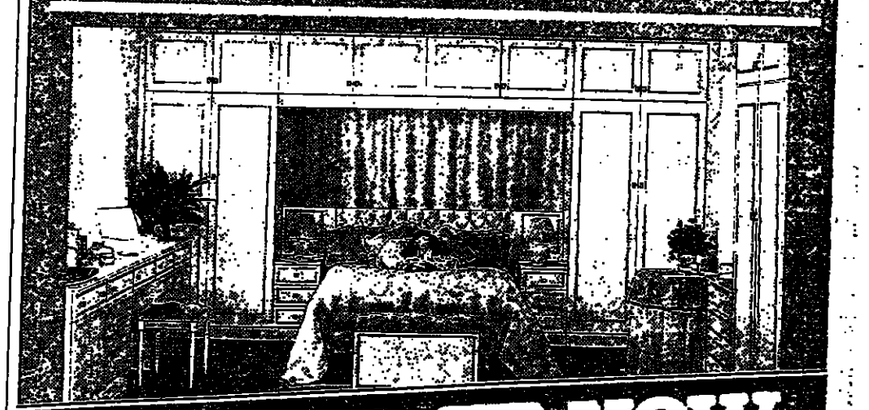

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LORDS IN CAMERA

NOTWITHSTANDING THE DECORATIONS offered for its inaugural day on television, including a characteristic speech by the Earl of STOCKTON, it is hard to avoid concluding that on the whole the House of Lords have bought a pup. Television has become too professional — and too polished — to be a safe conduit for an institution where informal style, very mixed performances and indispensable idiosyncrasy are the dishes of every day. The artistry of the Earl of STOCKTON (who has forgotten more about television performances than most of their lordships will ever learn) will, alas, not be available every day. The decision to put him on is suggestive. The programme needed a star.

It will run like this for a while. The noble lords, though less exposed to public comment than MPs, will discover soon enough how people are taking it. Improvements in presentation will suggest themselves. Television will be most ready to oblige. No institution, no individual (starting without disrespect with the Sovereign herself) is immune from the special requirements of this powerful medium — and they are special — which has to shape what it seeks to portray to its own format. That is for the future.

It is not difficult to comprehend why the Lords have taken this course. Thanks in large measure to the advent of Life Peers (for which Mr MACMILLAN was responsible) the upper House has become an assembly far different from the portrait which its critics like to implant in the public eye. And this is not to disparage the contributions made by younger hereditary peers, *which are often distinguished* — and lower the average age. More often than not, wiser things are said more temperately in the Lords than in today's Commons. Why should the public be kept in ignorance of these virtues? Those are sentiments we share. More questionable is whether this marriage of sagacity *to the screen will lead to the results that noble* lords desire. Mystery is out of fashion, but the older British institutions, including the Lords, still depend on just a whiff of it. There was nothing mysterious about yesterday's offering on the screen.

BAD COMPANY

THE VIOLENT DISPUTE which has blown up over the fact that Mr GERRY MCLOUGHLIN, a convicted Irish terrorist, has been allowed to visit the Commons twice within the past three months is getting somewhat out of hand. A prison sentence once served imposes no continuing civil disabilities. Whether MCLOUGHLIN and his likes should be free to roam the streets is a question which relates to sentencing policy. What is certain is that once freed from prison they cannot properly be excluded from the precincts of Parliament simply by virtue of their former crimes. Visiting Parliament, however MPs may choose to represent that treat to their constituents, is not in practice a high privilege to be conferred only on the worthy and the sane. It is a right shared, among others, by every eccentric, lunatic and scoundrel not currently under the constraint of the law, within the kingdom. It is very important that this principle should be preserved.

Security at Westminster is a quite different matter, and one of supreme importance. When people of suspect motives enter the place, the authorities should be warned in advance in order that proper surveillance may be maintained. Anything which can be done to improve arrangements in this respect should be welcomed. Yet a third distinct consideration is whether MPs behaved prudently or even decently in seeking or tolerating conversation with people like MCLOUGHLIN. The simple answer is that they do not. As the Labour leadership no doubt clearly realises, this kind of bad company does the party grievous harm. But *that would be so whether the venue were Transport* House, the Savoy or anywhere else. We plead only for recognition that who shall be allowed to enter the House of Commons is a separate issue, one of immense importance and one which should not be clouded by emotions, however righteous.

TOO MANY DIPLOMATS

THE FOREIGN AFFAIRS COMMITTEE of the Commons has done well enough in its criticism of the Foreign Office in respect of the murder of WPc FLETCHER by a Libyan covered by diplomatic privilege. But the description by Sir ANTHONY KERSHAW's committee of the Home Office's conduct as "swift and robust" is downright feeble. How robust can you be on your knees? However, the committee spells out some information, widely guessed at but useful to have tabulated, about the general abuse of diplomatic privilege. The gentlemen in feathered hats have run up a total of 71,000 unpaid parking tickets in a year. They commit on average one crime a week which, without the teflon coating against law granted to diplomats, would attract a sentence of at least six months' imprisonment. Finally, there are 15,000 people in London with this diplomatic status. Incidentally 55 of these were in the Libyan Embassy. Let us go some distance beyond the committee, *which sensibly proclaims* the propriety of using electronic scanners on diplomatic bags in certain circumstances.

We have too many embassies (88 at a rough count compared with half a dozen 70 years ago). We have too many diplomats abroad ourselves, however impeccable their respect for the Zambian *equivalent of a double yellow line.* The Foreign Office is naturally committed to a policy of justifying its numbers, alternately pleading its commercial role (which can be doubted) and piping insistently "we have a role to play on the world stage." This justifies our vast palazzo in Washington, which failed to spot the Grenada invasion, and costs more *than the Treasury in Whitehall. Justification of* numbers works reciprocally. Too many Embassies manned by too many people in London are the warrant for the Foreign Office's own overmanning.

We will lose little and we will be freer to reform and cut down foreign representation in London if we make sharp reforms ourselves. How much of the Foreign Office's commercial work cannot be overseen by the Department of Trade? What is wrong with a small Ministry (not a depart*ment) concerned with External and Consular* Affairs? It would injure *amour propre*, but it would be appropriate to what we need. The diminished diplomatic presence in London will carry its own benefits, chiefly to the police.

Can the Pope save 'liberation theology' from the devil?

As the Papal visit to Central America focuses attention on divisions in the Church of Rome, JONATHAN PETRE looks at the Vatican's problems with Marx

THE bombshell dropped by the Vatican last autumn in the form of a critique of liberation theology was hardly unexpected. Friction between a theologically conservative Pope, and the radical, often turbulent, priests who have been politicising the Church's message in Latin America had become increasingly apparent.

Hostilities opened in earnest at the end of 1983 when Cardinal Joseph Ratzinger, who heads the influential Congregation for the Doctrine of the Faith, the Vatican's watchdog of Roman Catholic orthodoxy, aired his considerable doubts about the direction taken by the radicals in an Italian magazine interview.

Return fire duly came from a group of leading liberal theologians calling itself "Concilium," which accused the Vatican of orchestrating a smear campaign against some of the leading exponents of the new theology, including one of its most controversial founders, the Peruvian Father Gustavo Gutierrez.

In the event, the Vatican summoned a moderate, the Brazilian Father Leonardo Boff, to be "*tried" for his dissident views by* the Congregation. The questioning took place just four days after the release of the critique which had *been published prematurely after* it had been leaked to the Press.

Despite speculation that the confrontation might turn out to be a re-run of Galileo versus the Inquisition, both sides parted relatively amicably, with honours even, and a verdict on Boff's book *"Church, Charisma and Power" is* expected early this year.

The Vatican's critique, however, was not aimed at any individual theologian in particular; its purpose, rather, was to judge a whole movement. Its publication on Sept. 3, *in a glare of publicity, brought* into focus the long-running debate over the role of religion in politics, and particularly in the revolution*ary brand of politics encountered* in Latin America and elsewhere. More fundamentally, it has highlighted the conviction in the Vati*can that the Catholic faith and* Marxism can never peacefully co-exist.

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WHEREAS traditional theology has had little to say about political issues, liberation theology is primarily concerned with changing the "structures" of society which, when translated, means politics.

Adherents insist that liberation theology, rather than being imposed from above, has emerged from the political situation and *has latched on to universal human* aspirations for freedom and justice.

But in this transformation of *the Christian message, the desire* for salvation by God through one's actions becomes the desire for liberation from one's worldly oppressors. Equally, the traditional emphasis on individual sin and private morality is shifted on to "social" sin, depicted as inherent in a number of Right-wing régimes.

The language and many of the underlying ideas of liberation theology have been borrowed from Marxism. Some theologians go as far as to say that the poor of the Gospel are the proletariat of "Das Kapital."

Not only is the divisive concept of class struggle integrated into liberation theology, but many of the more radical adherents also accept Marx's insistence on the necessity of violence as the only means to counter the "inbuilt violence" of oppressive régimes.

Liberation theology, therefore, is ideal for those seeking a justification to provide more than mere moral support for revolution. In Latin America, many priests who have set up "base" communities in the shanty towns to organise *development for the poor have* also established contacts with Marxist-inspired guerrillas.

Many priests were actively involved in the bloody coup which swept the Sandinista government to power in Nicaragua in 1979. The Government has increasingly fallen out with the Church hierarchy. Yet, despite a series of Papal admonitions, four priests still hold senior Ministerial positions.

The political repercussions of liberation theology have been widespread. Not only has it pushed the Church into confrontation with many régimes in Latin America, but it is also a growing force in Africa and south-east Asia.

But however seriously the politicians view the consequences of this radicalism, Pope John Paul II *is more concerned with its theological* and theoretical aberrations. His aim appears to be to counter the Marxist trends in liberation theology without destroying its generous commitment to the poor. His dilemma is reflected in the Vatican's critique which is ambiguous enough to provide comfort for both sides in the debate.

The document concentrates its fire on the "deviations" which, it says, are inherent in those aspects of liberation theology which use Marxist thinking "in a way that is insufficiently critical." However valid the concept of liberation is, the use of concepts such as the class struggle must ultimately *divide the Church.*

"Let us recall," the critique says in one of its key passages, "the fact that atheism and the denial of human rights are at the core of Marxist theory."

The present Pope, with his roots in Eastern Europe, has particular reason for distrusting Communist ideologies. It is partly as a result of his background that he regards *the nascent, grass roots movement* in Latin America as a seed from which, potentially, monolithic Marxist régimes could grow, shunt*ing aside the Church in the pro*cess. The Pope's experience leads him to believe that the Church will have more difficulty trying to influence Communism, with its atheist ideology, than nearly any other form of political system. And he is worried that any theology which borrows its concepts from Marx risks encouraging the formation of the full-blooded Communist State.

The Pope also has a number of theological objections to Marxism. He opposes Marx's outright denial of the transcendental nature of man. He rejects the Marxist view that human alienation is a problem capable of a political solution alone. For the Pope, social sin is the consequence of individual sin, not the other way around. He further fervently disagrees with the concept of the class struggle.

The Vatican critique is particularly scathing when it comes to *the Marxist theory of knowledge* which holds that anyone not involved in the revolutionary praxis is automatically excluded from understanding what is going on. Thus priests committed to the revolution can dismiss the criticisms of the bishops and the Pope as irrelevant, undermining the Church's hierarchical structure of authority.

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ONE senior Vatican official has put many Churchmen's views in a nutshell. "Marxism," he said, "is like buying a Bourbon wig—it's been tried but it's not practicable. I want to talk to a fellow who has been found trying to get over the wall into East Berlin."

The Vatican is already in the *process of drafting a second docu*ment, the purpose this time being to emphasise the "positive aspects" of liberation theology. Radicals fear the Pope will water down the political and revolutionary content in order to stress the authority of Rome. Others see this as the only realistic course for a Pope determined to prevent the Church spinning out of control.

The next few months will be crucial. Liberation theology is an unexploded bomb: if the Pope fails to defuse it, it could spark off a long and acrimonious struggle for the very soul of the Roman Catholic Church.

'Foul sluttish hair' –by Thatcher

BEARDED TORY MPs with hopes of entering the Government should reach for their razors as, I learn, Mrs Thatcher has developed a strong antipathy to bearded men.

She surprised friends over drinks at Downing Street the other evening by stating unequivocally: "I wouldn't tolerate any minister of mine wearing a beard."

Three Tory MPs sport beards: Gregory Knight, Robert Jones and Jeremy Hayes. All are new boys

Gummer: . . . before and now.

elected last year and all remain very firmly on the backbenches.

One man who has read the Prime Minister's mind correctly is the chairman of the Conservative Party John Selwyn Gummer. As a young MP he used to have a rather straggly ginger beard.

Since shaving it off a few years *ago his career has been nothing* short of meteoric.

Kirby's sting

ONE OF the least defensible price increases yet perpetuated by the ever money-hungry British Rail has just come to light. At a stroke BR's *Southern Region has increased its* parking charges at commuter stations by as much as 70 per cent.

The new charges, which of course *come on top of the six per cent.* January fare increase, mean that it now costs 50p a day (formerly 30-35p a day) or £9 a month (formerly £5-£5·50 a month) to park at even some of the most remote Southern Region commuter stations. And since BR has a captive market, there is nothing the customer can do about it.

Southern Region told me yesterday: "If there is a demand for space and we can get money for it, we must make as much out of it as possible. It is a question of market forces." I urge David Kirby, the General Manager of Southern *Region, to ask his business mana*gers to think again.

In perspective

ROCHESTER CATHEDRAL recently opened an account with a Hemel Hempstead firm and when asked to supply a trade reference gave, rather charmingly, the name of its organ builder, J. W. Walker of Suffolk.

In due course a credit questionnaire arrived at Walker's offices and the firm's director, Bruce Walker, wrote in reply:

Rochester Cathedral is the regional headquarters of an organisation founded originally in Rome some 2,000 years ago . . . and we can understand your anxiety about the avowedly non-trading nature of the organisation but this does not seem to us to be any disadvantage.

They are very confident of the future, though their prospectus does declare that they will go into voluntary liquidation when their Principal eventually returns. We believe, in fact, that this same Principal will be interested in our own stewardship at that time, as well as in yours.

The credit rating was granted.

LONDON DAY BY DAY

A particularly grim joke now doing the rounds in Prague says more than anything else about the state of mind in unhappy Czechoslovakia today. It goes "Advice for living. Don't think. If you think don't speak. If you speak don't write. If you write don't sign. And if you sign don't be surprised."

Getting more personal

THE "personalised" computer letters continue to flow in. Pamela, Marchioness of Huntly, has sent me one she received from Marshall Cavendish who were trying to sell her a cookery book. It began: "Dear of Huntly."

And Vice-Admiral Jocelyn Salter has dropped me a line to say he has lost count of the number of times he has received letters from one company addressed to "Dear Mr Vice." But he did draw the line when he was sent a refund cheque from the same source made payable to "Ms Admiral."

Historian's legacy

SIR ARTHUR BRYANT, the historian whose first of many books (King Charles II) appeared 54 years ago and who died yesterday, suffered none of the infirmities of mind which sometimes accompany the age of 85.

On the contrary, a matter of weeks ago when walking briskly back from a commemoration service in Winchester Cathedral with a senior member of this staff he explained: "Let me write you an article about this scandalous threat to put VAT on books."

His offer was accepted. A lively article appeared on this page on December 7 last. Not a bad last sentiment from such a prolific writer.

Political judgments

LABOUR MPs have been delighted by comments by Brian Walden, himself a former Labour MP who abandoned the Commons for the television studios, that Neil Kinnock is "a television genius" and is becoming "a great man."

The Leader of the Opposition's opponents have been pointing out that he accepted an invitation to be interviewed on Walden's "Weekend World" last Sunday.

Mrs Thatcher, however, who is a far bigger fish for prestigious current affairs programmes, has not appeared on it for more than a year and has no plans to do so.

Ringside seat

NOT CONTENT with one innovation this week, I learn that 24 hours before the House of Lords allowed television into their chamber, they introduced another new scheme — allowing daughters of peers as well as sons to sit on the steps of the throne during debates.

*The source of the new dispensa*tion was the Lords' current centre of attention, the Earl of Stockton, who wanted the change so that his grand-daughters could watch from there.

Male heirs have long been accorded the right to sit on the steps on the sensible grounds of giving them useful experience and now the appropriate sub-committee has sanctioned the change. Stockton's granddaughters were however beaten to the spot — the first to take advan*tage of the ruling on Tuesday was* Lady Susan Helen of Mar, the Mistress of Mar and heiress to her mother, the 31st Countess of Mar.

Following my notes about moments of embarrassment, a former nurse tells me of the day she met one of her old patients—by her account a handsome young man—whom she greeted with the remark: "Hello, I hardly recognised you. I've only ever seen you in bed."

Staggering decor

THE FINANCIAL TIMES concluded a recent report on the Scotch Malt Whisky Society: "The society headquarters is in an ancient wine vault in Edinburgh's Leith district. A *whisky museum* will open there along with restaurant, pub and a magnificently plastered members' lounge."

PETERBOROUGH

LETTERS TO THE EDITOR

SELECTING TORY CANDIDATES

SIR—Prof. Richard Rose in his interesting article on the selectorate (Jan. 18) gives a mere few words to the role of the Conservative party's approved list.

The majority of those selected to fight seats for the Conservatives are drawn from that list.

The rôle of the list in "the selectorate" is terribly important as it provides the bulk of people interviewed by the constituencies.

It is no secret that a putative candidate has to work hard if he or she wants to join the list. One is expected to devote time and energy to all types of political work as well as showing an interest in the community and general ability.

Indeed the candidate must even be assessed by a number of party members *during an arduous and exacting week*end.

The approved list may seem to create an élite group but it ensures that possible candidates have been chosen by a varied set of party workers, only after they have proved their commitment.

JACQUELINE PATTMAN
Con. Parliamentary Candidate,
Dearne Valley, 1979.
Peaslake, Surrey.

Open to all

SIR—You are to be congratulated on your initiative in commissioning the Gallup Poll on the question of candidate reselection. But why does your commentary (Jan. 19) state simply that the results "could have important implications for the Labour party"? Why not for the Conservative party, too?

As Prof. Richard Rose *said in his* article the previous day, more Conservative associations are now giving a choice of candidate to meetings open to all their members, rather than the select few who have that privilege inside the Labour party. It has to be said, however, that that choice for Conservatives is still exercisable on rare occasions only, being dependent on death or *voluntary* retirement of the sitting member, or a major boundary adjustment.

The Conservative "Charter Movement" has long argued for an end to automatic re-adoption of candidates. We do so because automatic re-adoption is fundamentally undemocratic. While this has until now been treated by the party as a minority view, your survey has clearly established it as the majority opinion. It is inconceivable that the million or so Conservative party *members in the constituencies think* differently on such a matter from the public at large and experience makes it clear that they do not.

The conclusion is surely striking. A majority of Conservative party members want to be involved directly in the selection process and they want that process to happen regularly and not just when there is no alternative. If we are not to treat our members with less regard than we have now forced upon the trade unions in the treatment of theirs, the Conservative party must begin to change its ways.

We must surely now begin to reduce Central Office domination and start to enhance the role of our members. We *must* practise democracy and not just preach it.

ERIC CHALKER
Beckenham, Kent.

Final decision

SIR — Prof. Richard Rose says in his article: "In Conservative constituency *associations*, responsibility is concentrated in a standing committee and the executive council."

As far as the association of which I am an officer is concerned, however, this is only a half-truth.

It is true that candidates are selected initially by a selection committee of the executive council, but the final decision is made by a general meeting of the entire membership of the whole association (in the case of a Parliamentary election) or of the ward branch of the *association* (in the case of a council election), on a one-man/woman, one vote basis, and which is entirely free to reject or accept the committee's recommendation.

Incidentally, there is no provision in the rules for any discrimination ("negative" or "positive") on the grounds of sex, colour, ethnic origin, class, sexual orientation, disability and so on.

I see much significance in the fact that the Labour party, which makes such easily refutable claims to be democratic, anti-racist and anti-sexist and all the rest of it, is having such difficulty in establishing a system for choosing its candidates on a one-woman/man vote *basis and without regard to* all these categories.

Perhaps if it stopped classifying and categorising people so much (as is evidenced by its persistent references to "the working-class," despite its never having been able to provide a satisfactory definition of that term), but treated them as individuals, it might have more success.

The Conservative party has staked out the ground and the other parties are tiptoeing towards it.

PETER A. SLADE
Vice-Chairman, Holborn &
St Pancras Con. Assn.
London N.W.1.

Obligation to the Poles in exile

SIR—The suggestions made in the *House of Commons* by Mr John Stokes and Mr Enoch Powell that representatives from Poland and Russia should be invited to attend any function organised by the Government in conjunction with the VE Day anniversary needs clarification.

It must be remembered that throughout the war, the Government of Poland was based in London. The puppet Lublin Committee set up by the Russians was not recognised by Britain as the *de facto* government of Poland until *after the war, and at no time did it* have either a political or strategic role within the counsels of the allies.

Before getting too lavish in the dis*tribution of invitations, we should* remember that the West remains under obligation to the London Poles and the Government in Exile: equally, we should not forget that Poland still remains under Russian dominance and oppression. There was scant gratitude shown by Stalin for the wartime help given to him by Britain: we should also remember the sacrifices made by our sailors on the convoys to Murmansk.

C. BRUCE BROWN
Chairman, Anglo-Polish Soc.
Wellingborough, Northants.

Guards ceremonial

SIR—Reports about ceremonial drill with the Army's new rifle demonstrate that someone in the Ministry of Defence still cherishes the Balaclava Earl of Cardigan's outlook. The thought of guardsmen "slapping it about" in front of Buckingham Palace, surrounded by crowds of tourists, with a weapon carrying a telescopic sight and full automatic fire on a 30-round magazine, does not bear discussion.

Since lining ceremonial routes with men carrying battlefield assault rifles is clearly undesirable, why not equip them with ceremonial weapons of the halberd type as carried, I believe, by the Papal *Guard?*

These are most suitable for discouraging an assassin leaping from a crowd, and could be made even more so if the butt incorporated an easily drawn automatic pistol.

The lethal yet elegant appearance of halberds would add to the crowd-drawing possibilities of the Changing of the Guard. Perhaps in the recesses of the Tower of London they still have a drill manual.

D. BOWERS
London, S.W.14.

Free too soon

From Prof. NIGEL WALKER

SIR—Mr Ferdinand Mount is right to ridicule Clause 22 of the Prosecution of Offenders Bill, which merely allows the Court of Appeal to declare that a given sentence should have been different, without being able to make it different.

But the remedy is not to delete the clause. It would make more sense to amend it so that the sentence itself could be altered. This is especially desirable when a dangerous offender has received a sentence which will set him free too soon for the safety of others.

The tradition that the prosecution does not seek to influence the sentence has been for many years the only reason for preserving the illogicality of our system of appeals. Most European countries — and some Commonwealth *ones, such as Canada*—have a two-way system which allows both defence and prosecution the right of appeal against verdict and sentence. When a tradition is dangerous as well as *illogical* it should be forgotten.

NIGEL WALKER
King's College, Cambridge.

Butter bitterness

SIR—I now *know why the butter moun*tain is being sold cheaply. It is so salty, we shall need to drink the wine lake to quench our thirst.

M. W. STREETER
Eastbourne, East Sussex.

Amusement arcades do not escape controls

SIR — I take great exception to your headline on the Rev. Gordon Moody's article on Jan. 21 concerning amusement arcades. Mr Moody is well known to members of our industry as a puritanical clergyman with a particular hobby horse to ride. *It is quite wrong* to state that amusement arcades have escaped controls.

The Gaming Act 1968 *does* include *an acknowledgment of amusement* arcades and their function. Planning *laws do* include powers to impose restrictions on all amusement premises. The Public Health Acts *do* include powers to impose operating conditions.

Last but not least the trade association of amusement arcade owners which represents 80 per cent. of the industry has codes of conduct for both amusement arcades and leisure centres under the terms of which entry is forbidden to juveniles under the age *of 16, whether or not accompanied by* an adult.

One-armed bandits hardly exist. Most of the equipment used are "Amusement With Prizes" machines which pay out a maximum award of £1·50 cash or £3 in tokens exchangeable for prizes.

Restrictive legislation proposed is, in our opinion, yet another unwarranted intrusion into the freedom of the individual.

We have commissioned an independent *survey of the amusement arcade indus*try to identify precisely what the problem areas are, if any. Under the auspices of the Merseyside Council on Gambling Addiction we have commissioned a similar exercise.

The Gaming and Leisure industry is rigorously controlled and policed by the Gaming Board of Great Britain. The proposed GLC Bill will have the effect of localising amusement legislation in different parts of the country. Anomalies will be created which are not desirable.

S. I. MEADEN
Nat. Vice-Chairman,
British Amusement Catering
Trades Assn.
Minehead, Somerset.

Growing investment

From Mr GRAHAM BRIGHT, MP (Con.)

SIR—The recent calls by the Labour party and others for increased capital *investment in the economy as a way of* stimulating its growth overlook vital facts.

First, public capital expenditure has *remained broadly stable in real terms* since 1979. Aggregate spending on capital goods and construction is running at £22 billion a year (1982 *to* 1985 prices).

Second, private sector investment is now at a record level and is still growing. It is actually greater than public sector investment. In manufacturing, it was 15 per cent. up on the 1983 level in 1984 and in construction and services over 12·5 per cent. up.

It is understandable that Socialists and misguided Liberals should seek to misrepresent the situation. They have nothing to gain from recognising that their talk of "massive cuts" in capital expenditure is mistaken.

Supporters of the Government have to make it clear that limitless capital resources do not exist. That is why public expenditure has to be carefully controlled. We should be failing in our duty to the British people if we did not do so. We should fail them just as much if we allow the myth now being peddled to be spread still longer.

GRAHAM BRIGHT
House of Commons.

Boxed off

SIR—Having several times inserted and lost coins in the old telephone boxes, I view the new ones with some trepidation: imagine standing there with a keen East wind playing on your ankles, as *it cleanses* the floor and purifies the air, while you struggle desperately to release your "flexible friend" from the recalcitrant machinery!

JOHN ANDERSON
Morcombelake, Dorset.

هكذا من الأصل

Sir Arthur Bryant, popular historian who loved England

By DAVID HOLLOWAY

SIR ARTHUR BRYANT, the most widely read historian of his age, died in New Hall Hospital in Salisbury, Wiltshire, on Tuesday night after a short illness. He was one month short of his 86th birthday.

In 1952 he described his lifetime's work as writing history, adding: "But writing it in such a way as to make it not only true but readable."

It was his adherence to this dictum that made his many books so greatly popular.

Indeed, a survey of reading among Oxford undergraduates in the early 1960s put him at the head of the popularity poll.

Prime Ministers quoted him, and his books, above all the trilogy on England during the Napoleonic Wars written during the Second World War, sold in hundreds of thousands of copies.

His later books, particularly the rather generalised social and political histories of England which he published in various forms, irritated professional historians. The masterly prose in which they were written sometimes masked the rather cavalier view that he took of people and events.

Sir Arthur Bryant.

Two light shed on Pepys

But his early books, notably his first major work, "Charles II" (1931), which rescued the king from just being the "Merrie Monarch" and showed him to be a statesman and a masterly manipulator of men, and his Pepys trilogy could stand beside any historical work of their time.

In a way, Sir Arthur was lucky over Pepys. Two other scholars had turned down the task of writing a biography of the diarist.

He took it on with his customary enthusiasm and working among the Pepys papers at Magdalene College, Cambridge, saw the importance of some previously disregarded papers.

These proved to be a later section of the diary that Pepys had dictated to a fellow civil servant.

This gave an entirely new slant on Pepys's work at the Admiralty and his great importance there. Sir Arthur was able to devote the second and third volume of his biography to these matters.

Sad to say, the Second World War caused the temporary disappearance of the Pepys collection and, though Sir Arthur often announced that he was going to write the fourth and final volume he never got around to it.

Still, with more than 49 other books and a vast amount of journalism written over 55 years, he could scarcely be accused of laziness.

Successor to Chesterton

The central feature of his journalism was the column that he wrote weekly, and, latterly, monthly, in the ILLUSTRATED LONDON NEWS, under the title "Our Notebook."

Sir Arthur took over this task temporarily when G. K. Chesterton fell ill in 1936. On Chesterton's death soon after, he was asked to continue the column and wrote without a break ever since.

This was an unparalleled feat, certainly in British journalism. Each essay was entirely personal, expressing his love for his country, for the countryside, for good living and for animals (his tame mongoose was for long an occasional subject).

But this was not all. During the Second World War, in addition to the patriotic histories that he wrote, he supplied long series of commentaries for various newspapers.

Of their kind, they were outstanding. This passage was written in 1941:

"To our freedom-loving English minds it seems that the proper judge of how a man should shape his life, his work and his pleasures is not the State — but a man himself. We do not want to be ruled from the cradle to the grave by bureaucrats or *Gauleiters*. We want, under God and the Law, to rule ourselves."

Proud to be a Victorian

Sir Arthur was born in a house on the Sandringham estate where his father, later to be Sir Francis Bryant, was private secretary to the future King Edward VII and was in all to work for 50 years in the Royal Household.

Sir Arthur was proud to be a Victorian and, on his 80th birthday, said that one of his first memories was of hansom cabs. "The smell of horse dung and hot leather was as all pervasive as the petrol fumes of today."

From Harrow at the age of 18 he went into the Royal Flying Corps and became a pilot in Trenchard's Independent Bomber Force. Later he was to say that he had crashed several bombers and his greatest feat "was to survive."

After a successful time at Queen's College, Oxford, he was offered a variety of occupations. He turned down the idea of a Foreign Office post, an invitation to be A D C to a Colonial governor, a post at Winchester or the editorship of Burke's Peerage. Instead he went to the bar.

Almost immediately he changed direction and at 23 he became the youngest headmaster in England, in charge of the Cambridge Institute of Arts, Crafts and Technology.

Two years later he was doing social work, practising at the bar and lecturing at the Conservative College at Ashridge. His first book, published in 1929, was "The Spirit of Conservatism."

His interest in historical writing was sparked off by the presentation to him by his first wife Sylvia Shakerley of a roomful of 17th- and 18th-century papers belonging to her family. It was from these and from the paucity of briefs that he was receiving that the idea of a biography of Charles II came.

He was an instant bestseller and was soon lecturing widely and showing a new talent by producing historical pageants in Hyde Park and at Greenwich. Sir Arthur was said to be masterly at handling a cast of more than 2,500 amateurs.

Books on many subjects — King George V, relations with America and, most notably, Stanley Baldwin—came in profusion. Though not active in politics, he showed a certain sympathy with Hitler and Franco that was later to cause him to be attacked.

In no way, though, could he be thought unpatriotic. Indeed his abiding passion was for a Britain for ever Great. This much later was to lead him to become one of the principal opponents of Britain joining the Common Market.

Alanbrooke diaries controversy

After the war he was commissioned to write a popular history of the war at sea but the project was never completed. Instead he turned to the editing of Lord Alanbrooke's diaries of his time as Chief of the Imperial General Staff, which appeared with immense success in two volumes as "The Turn of the Tide" and "Triumph in the West."

Sir Arthur's editing, masterly though it was and brilliant in its projection of the importance of Alanbrooke as the keystone of British military success, caused much controversy.

In particular, American military historians resented the implied criticism of some of the diary extracts. Sir Arthur was undaunted.

Despite all his many other tasks, Sir Arthur was a constant lecturer, taker of chairs and a member of many committees. He was always an advocate of the rights of his fellow writers.

In his time as chairman of the Society of Authors, he campaigned for Income Tax reform. And only last month in THE DAILY TELEGRAPH he argued forcefully against the idea of imposing V A T on books.

Sir Arthur, who was knighted in 1954 and made C H in 1967, was married twice and twice divorced. His second wife was Anne Brooke, the niece of the Rajah of Sarawak. There were no children by either marriage.

As works of history, Sir Arthur's books, even the best of them, will be overtaken by later research, but they will continue to be read for the lucidity and the elegance of their prose.

Above all, Sir Arthur loved England and all good things English. Here, in a characteristic way, he is writing about cricket:

"This is what, for Englishmen, cricket does. It draws together, in a little space of time and place, all the diverse arts of love and emulation, conflict and comradeship, patience and boldness, sunshine and shower, city and country, prose and poetry and makes then one."

Under what I am sure Sir Arthur would regard as an English heaven.

Peterborough—Facing Page
Other Obituaries—P16

PLAN TO EXPAND DOCK OPPOSED

Conservationists who are protesting at a £100 million plan to extend Felixstowe Docks, Suffolk, aim to lobby Parliament and whip up opposition to a scheme which would make Felixstowe Western Europe's biggest container port.

They claim that up to 40 per cent. of the Orwell estuary's birds would have their habitat destroyed by the two-year expansion.

High Court plea for a swan-song

BRITAIN'S swans are dying at an alarming rate—about 5,000 each year from lead poisoning. And today the Nature Conservancy Council is holding a special meeting to decide what to do.

The biggest hazard is the use of lead weights in coarse fishing and anglers organisations as well as the Royal Society for the Protection of Birds an dthe Wild Fowl Trust have been invited to attend.

In the House of Lords yesterday it was stated that legislation might be needed to give the swans further protection than that afforded by the 1981 Wild Life and Countryside Act. And the plight of Swans was mentioned to a High Court judge.

Mr Len Baker, founder of the Norwich-based Swan Rescue Services, asked Mr JUSTICE HODGSON to order the Nature Conservancy Council to invite him to today's meeting.

Mr Keith Hornby, said the "man who knew the most about swans" would not be there as he had not been invited. The judge said he could not understand why Mr Baker was not invited, but he had no jurisdiction to order the council to do so.

Biggest hazard

The council ha dreceived evoidence from Mr Baker relating to the swans' situation up to the end of 1983 and it ewished to update it. The judge said that if Mr Baker submitted a further report, he was sure the council would consider it.

Afterwards Mr Baker, of Shotesham St Mary, Norwich, said his organisation went anywhere in the world to rescue swans. The biggest hazard was the use of lead weights in coarse fishing. eLad poisoning from shooting water game also caused swans' deaths.

"What I really want is for the Nature Conservancy Council to ban lead," he said. It is understood that two companies making anglers' tackle using lead substitute have been invited to the meeting.

Britain is thought to have a swan population of about 18,000.

Later Mr Baker went to the Court of Appeal but Lord Justice PARKER dismissed his appeal and held he had no legal right to atend tomorrow's meeting.

SKIMMED MILK SALES MORE THAN DOUBLE

Skimmed and semi-skimmed milk sales rose sharply last year as people became more conscious about health and diet ,according to Dairy Council figures published yesterday.

Sales of semi-skimmed milk increased 186 per cent. in the year and account for four per cent. of all sales. Full skimmed milk sales were up 135 per cent. and represent five per cent. of total consumption.

The proportion of households buying low-fat milks has more than doubled, from 13 to 26 per cent. with skimmed milk increasing from 10 to 19 per cent., and semi-skimmed milk from five to 14 per cent. Milk is still bought by 99 per cent. of all households, and the average weekly purchase is 9·9 pints.

WAR VETERANS RE-UNITED

Two navy veterans who were seperated after a bomb attack on their ship in the Mediterranean during the 193945 War have discovered that they have been living 20 yards apart in Spalding, Lincs., for almost 20 years.

The reunion came during a chance meeting in a public house at Spalding, between Mr Nicholas Myers and Mr Alec McNeill, both 68. When the war broke out, both joined the 10,000-ton cruiser Liverpool. But they were given different postings after Italian aircraft damaged the ship in 1940.

KENSINGTON RAIL STATION PLAN

By Our Transport Correspondent

Studies are at an advanced stage for London to get a major new railway station at Kensington to handle through trains from Glasgow, Manchester and Birmingham to Brighton and Dover.

It would use the line now in very restricted service between Willesden Junction on London Midland Region and Clapham Junction on Southern Region. There is a link into Western Region near Wormwood Scrubs. The line is now used mainly by freight trains.

TORY COUNCIL'S 7.7pc RATE RISE

A rate rise of 7·7 per cent. was proposed by Tory-controlled Gloucestershire County Council yesterday. The new rate will be 152·4p in the pound compared with this year's figure of 141·48p.

Mr Henry Elwes, the council chairman, said the increase was almost entirely caused by the Government's £6,700,000 cut in grants to the authority.

150 NEW JOBS

Expansion at Pentos Home and Office Products, Asher Lane, Ripley, Derbyshire, will create up to 150 jobs. The furniture firm has already taken on 120 workers in 15 months.

Wpc Caroline Price, 21, taking up her appointment yesterday as village "bobby" of Shurdington, Glos. (pop. 1,840) by visiting the village school where five-year-old Claire Tyler tried on her hat. With the job goes a three-bedroomed detached police house with office attached, a bicycle for work in the village and a motor-cycle for long-distance patrols. "I've always wanted a patch of my own," said Wpc Price, who is single.

Brittan is backing community radio

By ROBIN STRINGER TV and Radio Correspondent

EXPERIMENTAL community radio stations could be in operation before the end of the year following yesterday's announcement by Mr Brittan, Home Secretary, that the Government wanted community radio to develop as quickly as possible.

An internal Home Office study is expected to report "in a matter of weeks rather than months" on how the new stations could be set up, whereupon Mr Brittan will make a further statement.

Speaking in the Commons yesterday, he said: "I believe that community radio is a constructive development which should now be given a clear impetus. Community radio will promote self-help, increase freedom of speech and be of value to many local communities."

Its arrival had been made possible by decisions approved towards the end of last year at the Geneva international conference on the planning of the V H F waveband.

The waveband was being extended to range from 88 to 108 MHz and emergency services were being cleared off it to accommodate the new services including B B C Radio 1 and an independent national radio channel.

Close involvement

Mr Brittan said community radio could involve a low-power transmitter broadcasting to the immediate neighbourhood with the close involvement of a community, or a station broadcasting to a wider area involving an ethnic minority or enthusiasts for a particular kind of music.

Decisions would have to be made about how to choose between competing applicants, how the stations would be financed and what limits, if any should be placed on what could be broadcast and what the relationship should be with existing local radio stations.

Mr Brittan accepted that community radio was seen as representing a third tier of radio quite distinct from services provided by the B B C and the Independent Broadcasting Authority.

He repeated Government assertions that there was no question of legitimising pirate radio stations which continue to thrive all over the country.

Red tape gags 'Dog Collar'

By CHARLES LAWRENCE

IT was over and out for a Citizens' Band (C B)-using vicar yesterday when he was told that his hymns and sermons sent over the airwaves were against the law.

The Rev Geraint Hughes—C B handle "Dog Collar"—the vicar of Llandrindod Wells, Poyws, was told that his broadcasts of services to parishioners too old or il lto come to church were breaking the terms of his C B licence.

Not only does the C B licence exclude singing on the air, on the basis that broadcasting songs amounts to operating a pirate radio station, but it also bans speaking to more than one person at a time.

"Dog Collar" was both singing hymns into his microphone and broadcasting to five housebound parishioners at the same time.

A spokesman for the Department of Trade, which enforces the C B licences, said: "The vicar is technically in breach of his licence, which prohibits broadcasting music and specifies that C B is for person-to-person comunication only."

Mr Hughes now plans to abandon the airwaves and instead make tape recordings of his services to be delivered by hand around the parish.

£3m. PORT WORK

Spending of £5 million in new buildings and equipment is planned this year by Tees and Hartlepool port Authority, including a new roll-on berth at Hartlepool Dock.

LIBYA WIFE 'TO GO FREE'

By JAMES ALLAN

THE Libyan in-laws of Mrs Susan Swezi, 34, the Englishwoman accused of adultery with one of her Arab husband's relatives, have indicated they will not contest the divorce action when it is heard on Feb. 6.

Under Libyan Moslem laws, a wife needs her husband's permissio nto leave the country. But Mrs Swesi's husband, Mahmoud, is in Europe receiving medical treatment for injuries received while serving with the Libyan army in Chad.

Mr Hugh Dunnachie, the British Consul in Tripoli, obtained a promise yesterday fro mher father-in-law that by Feb. 6 he would have power of attorney to act for his son, and that he would hand over to the court her passport and relevant documents for her to obtain an exit visa.

NO FAST RULES FOR CATHOLICS

By Our Churches Correspondent

GOING without alcohol, cigarettes or meat are among wide-ranging options put forward by the Roman Catholic bishops of England and Wales for observing Frida ypenance.

The list is spelled out in a statement from the bishops, who have decided abstinence can suit "individual circumstances."

The bishops stressed that Roman Catholics are "obliged" to set aside Friday, the day of Christ's Crucifixion, as a time of self-denial, but their form of penance is a matter of "personal choice."

The alternatives for Friday penance, to be observed after Ash Wednesday, ar:

Abstaining from meat or some other food.

Abstainin gfro malcohol, smoking or some other form of amusement.

Making the special effort involved in family prayer, taking part in the Mass, visiting the Blessed Sacrament or praying the Stations of the Cross.

Fasting for a longer period than usual and giving what is saved to the needy.

Helping somebody poor, sick, old or lonely.

Student conman takes ILEA for £13,000 ride

By MARGOT NORMAN Education Staff

THE Inner London Education Authority has asked the police to prosecute a student conman who they believe has fraudently obtained £17,500 in grants from the I L E A and a Scottish authority over the last four years.

The student, understood to be a Scot in his late thirties, appears to have wheedled more than £13,000 out of the I L E A for courses at London University's Queen Elizabeth Colleeg and all six London polytechnics.

He may also have had £4,500 from the Scottish authorities for courses at Paisley College and Strathclyde University.

Bank tip-off

His preference was for courses in economics or sociology and, although in several cases he seems just to have turned up only to register and attend a few lectures, he did some studying and even passed examinations.

The fraud came to light when a branch of Barclays Bank warned the I L E A's grants office that the student was also receiving grant money from Scotland.

Grants officers then spent months combing their application lists—they process some 30,000 grant inquiries a year and award grants to about half—before concluding that a man using several names and addresses had taken them for an expensive ride.

Careful checks

Before the police could be called in the move had to be sanctioned by the I L E A Further and Higher Education Committee, who met yesterday and decided to hand the grants officers' dossier over to the police.

Mrs Edna Mathieson, chairman of the awards section of the committee, said yesterday: "We are astonished that this student has slipped through our very careful checking procedures."

But an I L E A spokesman explained that, at present, grant applications are simply listed alphabetically by the computer and somebody trying to claim more than one grant might only be rumbled if they applied twice under the same name. The authority's officers are now working on a tighter system of computer cross-referencing.

BISHOP TO RETIRE

The Rt Rev. Stuart Snell, Bishop of Croydon for the past seven years, it retiring early due to ill health. Mr Snell, 64, has been suffering from heart trouble.

OXFORD PROFESSOR AT 27

OXFORD has appointed its youngest professor aged 27. He is Dr Simon Donaldson, a mathematician.

He takes up his post as Wallis Professor of Mathematics on Sept. 1, eleven days after his 28th birthday.

His predecessor, Prof. Sir John Kingman, currently Director of the Science and Engineering Research Council and Vice-Chancellor Elect, Bristol University, was appointed at the age of 30 after holding a Chair at Sussex at the age of 26.

But Dr Donaldson, as far as records can reveal, is the youngest Oxford professor, although Isaac Newton was a Cambridge professor at 26.

Dr Donaldson, who is single, won a First in Mathematics at Pembroke College, Cambridge, and went on to a seven-year research fellowship at All Souls, Oxford, but he has had some experience of academic failure.

He just missed a scholarship place at Sevenoaks School in 1969, where he became a long-serving captain of sailing—still his favourite pastime. His other interests include literature and classical music.

UNSOLVED CASE OF SCIENTIST KILLED ABROAD

An unlawful killing verdict was recorded yesterday at an Oxford inquest on Mr Alan Williams, 61, a scientist found stabbed to death in his room at the Hilton Hotel in Kuala Lumpur, Malaysia, on July 17, 1985, while on a business trip.

Mr Williams, a research consultant for Esso, who lived in Chapel Lane, Sutton Courtenay, Oxfordshire, was stabbed 13 times, apparently during a struggle, said Dr Richard Cowdell, a pathologist.

Dr Nicholas Gardiner, Oxfordshire Coroner, read a report from Kuala Lumpur police that Mr Williams was seen with a Chinese woman in the hotel disco shortly before his death. He said: "I have heard from the British Commission that investigations into this matter are by no means finished."

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Setback for equities

ACCOUNT: January 14-January 25.
PAY DAY: February 4.
BARGAINS TRANSACTED: 28,533.
RISES: 279. FALLS: 707.
UNCHANGED: 763.
EQUITY TURNOVER (January 23)
Number of bargains 34,240; value £597·98 million.
Shares traded: 297·3 million.

F.T. STOCK INDICES, January 23, 1985

	Index	Change	1984-85 High	1984-85 Low
Indust. Ord.	1003·7	− 20·8	1024·5	755·2
Govt. Secs.	80·00	− 0·20	83·77	75·72
Gold Mines	454·3	− 8·7	711·7	445·3
Fixed Int.	84·24	+ 0·10	87·48	80·43
Ord. Div. p.c.	4·30	+ 0·08	5·29	4·22
Earn Yld p.c.	10·74	+ 0·18	12·39	9·00
FT-SE 100:	1283·7	− 22·0	1305·7	986·7

THE industrial sections of London stock markets suffered a fairly sizeable setback yesterday as a disappointing overnight performance on Wall Street and renewed confusion about crude oil prices put a sharp brake on buying activity.

The session was mainly dominated by the activities of short-term holders who decided that discretion was the better part of valour and rushed to take profits. However, leading jobbers reported that there was little sign of major selling pressure and it was noticeable that they were bidding for certain stocks, presumably to cover bear positions.

The market undertone was better than that indicated by the main indices; the "30" index finished 20·8 down at 1003·7, after 1002·8, while the "100" index closed 22 lower at 1283·7, after the day's low of 1280·3.

These reactions were considered to be quite insignificant in terms of the recent strong advance and many observers took the view that the day's performance was merely a natural corrective movement in a "frothy" bull market. Investors were unwilling to extend their commitments in what could be a sensitive situation allied to Friday's close of the trading account, but seemed content to stay with their good-class holdings.

Electrical and electronic issues were under a cloud in sympathy with weakness in **Racal Electronics** which tumbled 48 to 240p as the interim report warned on second-half profits. **C A S E** were sold down to 267p, but rallied well to close 6 easier at 287p, but **Plessey** reacted 12 to 190p and **Thorn E M I** 15 to 442p, after 439p.

Expectations of heavy profit-taking in Imperial Chemical Industries proved awry. Following the recent jump, culminating in Tuesday's advance of 39p, **I C I** shares were lowered to 805p at the opening of the market, but then recovered to close a relatively insignificant 7 easier at 816p. **British Telecom** slipped to 128p before closing 2½ off at 130p.

With sterling taking a turn for the worse, partly on the stalemate in the miners' strike situation, Government securities had a drab session, but dullness in the traditional market was relieved by further strength in the index-linked issues. Long-dated stocks showed falls extending to £¾ on the printed lists, but index-linked **Treasury 2 p.c., 2006**, closed £1¼ higher at £102½.

Leading bank shares were quietly dull, with falls of 6 in **Barclays**, at 603p, and **Midland**, at 548p. Elsewhere in financials, **Mercantile House** ran into profit-taking after Tuesday's advance on the interim report and reacted 26 to 355p. **First National Finance Corporation** were easier at 82p in normal market hours, but rallied to 83½p in late dealings after publication of the results.

Following Tuesday's jump of 40 on American buying, **Blue Circle Industries** dropped to 500p before closing 10 down at 510p. **Redland** were also reactionary at 284p, but other builders had firm spots in **Aberdeen Construction**, at 200p, and **Turriff**, at 330p.

Some of the blue chips showed modest recovery from the worst, but the final tone was still nervous and sensitive. Dealers reported a good overall performance in the takeover favourite, **Lucas Industries**, which recovered from early weakness at 262p to close 2 firmer at 275p; buyers, it seemed, were still hopeful about a possible transatlantic bid.

P & O Dfd closed harder at 405p after 397p, while new proposals in the **Sterling Guarantee** merger left the latter's warrants 15 up at 35, after 38p. Sterling Guarantee Ordinary improved to 75½p.

News of the consortium stake left **Milford Docks** 11 higher at 72p, while hopes of a bid from Suter left **F H Lloyd** 3½ up at 49p. **Booker McConnell** were 7 better at 256p, after 260p, on the Monopolies Commission's clearance for the Dee Corporation bid, a decision which caused some surprise in the market. **Dee Corporation** shares ended a shade easier at 207p, after 202p.

There was some sizeable selling of **Hanson Trust**, which reacted to 333p before closing 10 down at 337p. Similar falls were showing in **Beecham Group**, at 380p, **B O C Group**, at 295p, and **B A T Industries**, at 356p, while **Jaguar** closed 5 down at 304p, after 301p. **B T R** dipped to 657p before ending 13 lower at 661p, while **Dunlop** were ½ easier at 33½p, after 32½p.

British Aerospace were lowered to 368p at the outset, but buyers soon appeared on the scene and the shares closed unchanged at 376p. There was a late speculative flurry in **L C P Holdings** in the wake of revived takeover speculation and the price ended 7 up at 122p. Speculative interest was also reported in **Halma**, 8 better at 233p.

Other firm spots included **Church & Co**, 10 up at 490p, **A Kershaw**, 20 higher at 550p, **Ransome Sims & Jeffries**, 6 better at 438p, and **United Wire**, 5 up at 123p, the last-named on the full report.

Company results and interim report brought gains in **Bootham Engineers**, at 140p, **Plastic Constructions**, at 62p, after 65p, and **Stewart Plastics**, at 93p.

T A C E were vulnerable to profit-taking after the recent sharp advance on the good figures and the shares reacted 25 to 395p. Others on offer included **Pentland Industries**, 20 down at 370p, **B I C C**, 10 off at 260p, and **Ferranti**, 12 lower at 152p. **T I Group**, at 240p, and **G K N**, at 209p, both lost 8.

Bid speculators rushed to take profits in **Fleet Holdings** and the shares reacted to 256p, but an impressive rally ensued, hence a final price of 265p, only 2 easier. **Associated Newspapers** were 10 down at 710p, after 705p, **Bowater Industries** 6 off at 244p, after 241p, and **Reed International**, 12 lower at 580p.

Small sellers predominated in store shares where **Great Universal A** ended 14 down at 720p and **Woolworth** 7 lower at 618p, after 615p. **Etam** were looking easier at 142p on whispers that Ward White was about to dispose of its stake in the company, but attempted buying in a thin market left **Liberty** 50 higher at 450p.

The quotations were restored for **Hong Kong Land**, 2½ better at 52½p, and **Hutchison Whampoa**, 12 higher at 228p.

Oil jobbers were very much on the defensive at the opening against the background of talk about crude oil price cuts, but the market subsequently became calmer and final prices were off the bottom.

British Petroleum ended 5 off at 503p, after 491p. **Britoil** 7 lower at 208p, after 205p, "**Shell**" 5 easier at 708p, after 691p, and **Lasmo** 10 down at 348p, after 345p.

Gold shares lost ground in sympathy with bullion, which ended $4·75 down at $301.

Tailpiece

LAST August, we suggested it could be worth taking an interest in the unlisted securities market newcomer **Industrial Finance & Investment** at 98p. The subsequent results exceeded best market expectations — pre-tax profits came out of £752,000, against £359,000 and the dividend total was 3p, compared with 2·25p.

The shares have made strong progress and now stand at 161p, hence a reader's question: "Is it time to take profits?" This is not easy to answer, since this acquisition-minded group is judged likely to enjoy further profit growth.

On basic investment statistics—the yield is a meagre 2·8 p.c. and the price-earnings ratio 10—there is perhaps a case for taking some profits, but we feel that, on a medium-term view, it could be sensible to retain a stake in this expanding business, which will probably go for a full quotation in the future.

CINEMAS & TV

High	Low	Stock	Price	+ or −
172	158	Anglia 'A'	169	− 6
72	36	CapitalTV Fac	72	
248	184	Central TV	205	+ 2
152	99	H.T.V.	132	+ 3
301	192	L.W.T. 'A'	270	+ 3
158	60	zRadioCity	60	
37	24	TSW	32	+ 1
157	79	TVS	135	
249	120	TridentTV	248	+ 8
101	55	Ulster TV	86	− 1

PLANTATIONS

High	Low	Stock	Price	+ or −
239	124	Anglo Indonsn	232	
£10¼	315	Assam Isoars	510	
265	125	BertamHolds.	157	+ 2
115½	84	Cons. Plant.	99½	
170	95	Harrisons Mly	114	
113	77	Highlnd&Low	87	+ 1
97	58	Jitra Rubber	67	
107	78	KualaLumpur	89	
105	77	Kulim	79	
£16½	715	LawriePlant.	£15	− ½
184	107	Malakoff	115	− 3
419	197	McLeod Russ.	412	+ 2
790	365	Moran	790	
91	63	Rowe Evans	89	
725	215	WestrnDooar	725	
680	397	Williamson, H	605	− 10

TOBACCOS

High	Low	Stock	Price	+ or −
366	175	BAT Inds.	356	− 8
85	54½	Carroll Inds.	85	
206	137	"Imps"	203	
195	112	Rothmans	188	

LEATHER & SHOES

High	Low	Stock	Price	+ or −
490	332	Church & Co.	490	− 10
242	190	FII Group	200	− 2
200	103	Garner Booth.	196	− 3
48	33	Headlam Sims	35	
205	104	Lamber. Hth.	196	− 2
133	71	Newbld&Brtn	94	− 2
98	70	Pittard Grp.	95	− 3
245	103	Strong&Fisher	145	− 3
175	73	Stylo	175	− 5

RIGHTS ISSUES

Issue Price	Stock	Price	+ or −
38	Premier Cons (nil pd)	7 pm	− 1¼
178	Westpac (nil pd)	70 pm	

RECENT ISSUES

Issue Price	Stock	Price	+ or −
160	Access Satellite Intnl	190	− 2
140	Alida Holdings	164	− 1
10¼	Bennett Fountain	12½	− 2½
130	Brit. Telecom (50p pd)	130	− 10
105	CVD International	170	
160	Candover	308	
115	CratonLodge&KnightGp	170	
—	EurolavestBnk (£5pd)	£30	
£95½	Exch 9¼%1998'A'(FT)	£80¼	− ⅛
£101	Exch.10½ 2005 (£40pd)	£39¼	− ¼
170	Firstland Oil	115	− 10
78	Gabicci	85	
28	Healthcare Services	25	
—	Inds. Scotland Engy.	125	− 5
—	Johnson Mt 8% CPref	150	
—	Kinzaler & Forster	57½	− 1
—	Monument Oil	54	− 1
55	Optometric	194	− 2
140	P.S.I. Int.	153	
130	Panny & Giles Intl.	90	
92	Process Systems	127	
—	Racal 7% conv	21	
20	Rex Williams	88	
68	Spafax TV	220	− 5
132	Wardle Storeys	128	− 5
95	Whitworth Food Gp.		

TOURIST RATES

Australia	1·36½ dollars
Austria	24·35 schillings
Belgium	69·50 francs
Canada	1·47½ dollars
Denmark	12·57 kroner
Finland	7·40 markkaa
France	10·66 francs
Germany	3·48 marks
Greece	*153·00 drachmae
Holland	3·93 guilders
Iceland	*46·00 kronur
Ireland	1·13½ punt
Israel	800·00 shekel
Italy	*2165 lira
Japan	284 yen
Malta	*0·5980 pounds
New Zealand	2·30 dollars
Norway	10·16 kroner
Portugal	*189·00 escudos
South Africa	*2·75 rand
Spain	*192·75 pesetas
Sweden	10·05 kronor
Switzerland	2·92 francs
Turkey	510·00 lira
United States	1·11 dollars
Yugoslavia	*279·00 dinars

Rates indicate approximate foreign currency bank notes obtainable for sterling in Britain. *Subject to limit.

LONDON FINANCIAL FUTURES

		Close	Day's range	Contracts traded	High-Low
Long Gilt	Mar	104·05	105·02–104·04	3746	105·02–104·04
	June	104·00	104·00–104·00	2	106·19–104·00
US T-bond	Mar	72·15	72·21–72·10	2549	72·24–59·23
	June	—	—	—	70·24–59·24
3 month £	Mar	88·39	88·69–88·39	1581	90·54–88·19
	June	88·85	89·01–88·85	277	90·15–88·53
3 month Euro-dollar	Mar	91·27	91·37–91·26	4547	91·81–88·05
	June	90·69	90·75–90·66	1066	90·76–89·63
Sterling	Mar	1·1068	1·1160–1·1065	58	1·2770–1·1025
	June	1·0990	1·1070–1·0990	200	1·1438–1·0990
D-mark	Mar	—	—	—	0·3437–0·3147
	June	—	—	—	
Swiss Franc	Mar	—	—	—	0·4015–0·3748
	June	—	—	—	
Yen	Mar	—	—	—	0·4109–0·3950
	June	—	—	—	
FT-SE 100	Mar	128·85	129·40–128·30	525	131·00–113·00
	June	129·15	129·15–129·00	6	131·00–120·40

Contracts specifications include: Long-Gilt—notional 20 year stock with 12 pc coupon and face value of £50,000. US T-bond—notional 15 year stock with 8pc coupon and face value of $100,000. 3 month sterling eurodollars—£250,000 US$ 1 million with cash settlement option. Currencies are quoted against the dollar with face values of £25,000, Dm 125,000, Swf. 125,000 and Yen 12,500,000. FT-SE 100 quoted one-tenth the index with face value of £25 per index point. Settlement cash only.

LONDON TRADED OPTIONS

TOTAL CONTRACTS: 15,024

* ex-div † ex-scrip ‡ ex-rights ¶ ex-all ••• quotation temp suspended § ex-capital return z unlisted security ° Tax free to non-residents

هكذا من الاصل

INVESTMENT & BUSINESS

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Andreas Whittam Smith

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Tel: 01-353 4242

P&O option to Sterling

IN VIEW of the sharp rise in P&O shares since the terms for Sterling Guarantee Trust were first announced, P&O is making an alternative offer to SGT warrantholders who were originally offered 20p per warrant.

Warrantholders may now opt for five new P&O warrants for every 1 SGT warrants held. Each new P&O warrant will entitle holders to buy one P&O share at 193p each July up until 1990. P&O are currently 405p.

Australian stockbrokers T. C. Coombs will stand in the market for 320,00 SGT warrants, offering 30p each.

Formal offer documents for SGT are expected at the end of next week. P&O shareholders will also receive details of the chance for them to buy SGT's former 30 p.c. P&O stake at 300p a share. It is thought that offer will remain open until Feb. 22.

Anglia TV jumps

ANGLIA Television Group's full year profits to Oct. 31 have expanded from £2·68m before tax to £4·3m, despite a £1·4m turnround into losses by the associates.

The final dividend is to be raised from 4·5p net to 5p, payable on May 22, to lift the total from 7p to 8p.

Questor—P22

Nell buoyant

HADTOOL manufacturer James Nell Holdings' 1984 second half profits will "undoubtedly prove a solid improvement on the first." There is still room for further reorganisation and cost savings, the company adds.

Questor—P22

Gold lower

THE RENEWED strength of the dollar and continuing uncertainty over oil prices yesterday undermined confidence in the London bullion market.

Gold, down to $300·25 an ounce at the afternoon fixing, closed at $301, a fall of $4·75. Dealers described turnover as moderate in very nervous conditions.

Volvo revs up

CAR-MAKER Volvo, Sweden's largest company, announced a 6 p.c. jump in 1984 profits to SKr7bn ($770m). It also plans a merger of its construction equipment arm with Clark Equipment of the United States to form the world's third largest company of its kind.

Volvo has asked Bank of America to arrange a $380m standby credit line.

Fiat progress

FIAT, Italy's biggest private industrial group, increased operating profits by over 26 p.c. last year to 1·6bn lire (£727m) on sales up 5 p.c. to 23·2bn lire (£9·5bn). Sales of Fiat Auto, the car subsidiary were up 9·5 p.c. to 14·5bn lire (£5·6bn).

Giovanni Agnelli, chairman, says the group is "healthy again."

Fiat claims European market leadership in cars and farm machinery and is in second place in the commercial vehicle and construction equipment sectors.

Simon spends $10m

SIMON Engineering has bought for $10m (£6·9m) cash just over 50 p.c. of Geo-search Corporation of Texas, a seismic exploration company and has an option to buy the rest of the shares over the next five years. Simon has been looking for an acquisition in American oil services for three years and might make further purchases.

The price is being raised by a London placing of 5·7m shares. Geosearch has been profitable every year since its founding in 1973 and in 1983 it made $1·4m pre-tax. The assets were valued at $11·2m at end-1983.

Carbide pays same

UNION CARBIDE Corporation is paying a same-again dividend of 35 cents for the quarter to March 1, despite threats of huge personal injury claims resulting from the gas leak at Bhopal in India.

Apple peel

APPLE COMPUTER has intensified the price-cutting battle in the computer market by cutting the American prices of its Macintosh and Lisa microcomputers. The bottom end of the range is to be $2,195 (£1,951) in the United States, though that machine is £2,984 in Britain.

WORLD MARKETS

AMSTERDAM (ANP CBS Gen)	196·00	+ 0·70
BRUSSELS (Stock Index)	1,036·33	— 1·31
FRANKFURT (Commerzbank)	1,150·50	— 20·60
HONG KONG (Hang Seng)	1,357·94	— 15·78
NEW YORK (Dow Jones)	1,274·73	+ 15·23
PARIS (CAC General)	191·90	—
SYDNEY (All Ord.)	358·50	+ 1·70
TOKYO (Nikkei Dow)	11,859·01	— 9·11
ZURICH (Credit Suisse)	335·90	+ 0·60

FT-ACTUARIES INDICES

Industrial Ord.	639·87	(—10·46)
"500"	679·97	(—10·41)
All-share	618·89	(— 8·39)

Racal shares dive 48p after profits warning

By TOM KYTE

DISAPPOINTMENT at Racal Electronics Interim statement yesterday wiped £274 million (16·7 p.c.) off the group's stock market capitalisation to £1·37 billion.

Pre-tax profits for the half-year to October 12 were way below expectations at £47 million against £48·7 million but the real upset centred on a warning that the United States subsidiary Racal-Vadic would see full year profits "considerably less than half that for the previous year."

This knocked at least £15 million off most market estimates of full year profits, bringing them down to around £130 million pre-tax, against an actual £119 million for the year to March 1984, and Racal's shares dived 48p by the close to finish at 240p.

Racal-Vadic enjoyed an exceptionally strong trading period in 1983-84 but in the current year has met with delays in new product development and a general weakening in demand for a new range of modems for the personal computer market.

Eager to switch attention towards the company's stronger features, chairman Sir Ernest Harrison pointed out that Racal's other United States subsidiary Racal-Milgo is performing strongly. Once a problem area for the group, Racal-Milgo is set for its best year ever and the order intake is at a record level.

Sir Ernest was also keen to emphasise the potential of the company's cellular radio operations. These come under the Racal-Vodaphone subsidiary which declared development costs for the half-year of £5·4 million compared with £549,000 last year.

Total costs of this division in the year to March 1985 are estimated at £12 million. But Sir Ernest says Vodaphone should bring these down to £8 million by the end of next year with a final quarter breakeven.

Sir Ernest added: "From there on cellular radio should move into profits. We are looking for £5 million of trading profits from there in 1986-87, perhaps £20 million in 1987-88 and around £37 million by 1988-89—and that includes nothing from the value added servicing side."

Racal-Vodaphone has already installed 700 cellular radio sets and estimates that it will have around 1,000 installed by the end of the month.

Sir Ernest said that by 1990 he expected the company to have around 50 p.c. of the available United Kingdom market with 250,000 subscribers. That seems to tie with the announcement yesterday from Cellnet, the joint venture between British Telecom and Securicor, which provides Vodaphone with its only real competition.

Like Vodaphone, Cellnet said it would have around 1,000 customers by the end of the month and expected to have at least 250,000 subscribers by the end of 1989. But contrary to Racal's statement, Cellnet claims that it currently has 70 p.c. of the United Kingdom cellular radio market.

Racal's latest major acquisition Chubb, acquired in October for £170 million, has not yet made any impact on the group's figures but Sir Ernest said "the integration is continuing and we are currently reviewing the operations and accounting policies of Chubb. When this is completed we will be able to make a statement on the profit contribution that can be expected."

Racal's interim dividend is to be raised from 0·73p net to 0·77p, payable Feb. 25.

Sterling buffeted by oil price confusion

By ROLAND GRIBBEN

STERLING was the loser yesterday from confusion in oil trading caused by conflicting reports that the Organisation of Petroleum Exporting Countries will cut prices by amounts ranging up to $2·50 a barrel in Geneva next week.

The pound was left relatively unprotected in the foreign exchange markets in contrast to Tuesday's concerted central banks' action and North Sea oil prices registered drops of 45 cents a barrel.

Sterling dropped to $1·1095 at one stage in thin and highly nervous trading before finishing at $1·1125, a drop of 1·18 cents but its trade-weighted average against the basket of international currencies ended at a record low of 70·7.

The confusion started after Arab and English language newspapers in Saudi Arabia quoted authoritative sources as saying that a meeting of experts had agreed to recommend a $2·50 a barrel cut in Opec's $29 reference price at next week's summit meeting of oil ministers.

Prices slumped in spot markets although traders dismissed the price cut as impossible. They felt the confusion had developed from reports that the experts would recommend a narrowing of the $2·50 a barrel differences between Opec heavy and light oil prices.

There were two other conflicting interpretations of the experts' meeting — that they had recommended a reduction of $1 a barrel to $28 in the official Opec price and that they favoured a $1·50 a barrel narrowing of the $4 differential between extra light African crudes and the cheaper heavy varieties produced in the Gulf.

In between Fadhil al-Chalabi, Opec's deputy general secretary who was at the experts' meeting in Riyadh, described the price cut reports as totally untrue and said there had been no discussions about the basic price. Talks had centred on the differences between the extra light African grades and the heavy Gulf crudes.

But with traders arguing that Opec would still have to make price cuts and drawing on comments by Nigeria's minister that the $29 a barrel benchmark had lost its symbolism North Sea crudes caught the backlash in spot market trading.

Brent oil for delivery next month dropped 35 cents to $26·65 a barrel and deals were done at $25·80 a barrel for March shipments, a discount of $2·85 on the official price of $28·65.

Trading also reflected further falls in futures prices in the United States while the Opec fitters knocked $8 a tonne off gas oil products.

FNFC profits jump to £17m

By ANNE SEGALL

FIRST National Finance Corporation, the consumer finance company which has long been regarded as a prime takeover target, yesterday held out the prospect of a return to dividend payments for the first time in more than ten years.

The news pleased the City which believes that the resumption of dividends will attract those major investors, like pension funds, which have held aloof for many years.

On a bad day for the rest of the market, FNFC shares closed ½p lower at 85½p.

In a very cautious statement, FNFC made it clear that no dividend will be payable for the year to October 1984, in spite of a big jump from £11·4 million to £17·6 million in profits both before and after tax. Earnings per share rose from 9·8p to 14·2p.

First National effectively pays no tax because of huge tax losses, put at about £90 million, dating back to the days when it had to be rescued by a consortium of major high street banks.

At one stage, the company had a deficiency on shareholder's funds of £70 million and its bank rescuers stipulated that no dividend could be paid until group capital and reserves had been rebuilt to £34·4 million.

Now First National says it is just £229,000 away from that figure.

Abbey urges wider powers

By RICHARD NORTHEDGE

ABBEY NATIONAL Building Society is asking the Government to widen even further the wider powers planned for societies in legislation which is expected to be put before Parliament this autumn.

The proposals, outlined in a Green Paper published last July, would allow most societies to expand into non-traditional areas such as banking, legal conveyancing and overdrafts. But the Abbey claims that for large societies, the proposals do not go far enough.

The £17 billion society, Britain's second largest, wants to double to 20 p.c. the proportion of assets which could be used for non-housing loans or second mortgages. It is also suggesting doubling the £5,000 per customer limit proposed for unsecured personal loans, and wants to double the £50 limit planned for personal cheques.

The Abbey's submission to the Government also seeks greater freedom to offer a broad range of personal financial services and insurance broking, easier merger procedures, more freedom to use the wholesale money markets, and the chance to expand into Europe.

There is also opposition to the Government's plan to make societies finance the extra supervision by the Chief Registrar of Friendly Societies.

Abbey chairman Sir Campbell Adamson said yesterday: "A more liberal approach is needed which does not shackle the leading societies."

It has already had discussions with the Chief Registrar, and expects to have talks with Government officials shortly. A statement from the Government is expected soon, after the Budget detailing the form of the new legislation.

Abbey's chief executive, Peter Birch, stated: "We know the Government has listened to us and has further proposals."

The Green Paper suggested that all societies would continue to put 90 p.c. of their assets into conventional housing loans, but that up 10 p.c. could be used for other secured lending.

Societies with reserves of over £5 million would be allowed to put half that 10 p.c. into personal loans, property development or money transmission banking services.

While asking for these proportions to be increased, the Abbey has not suggested a new reserves level to prevent smaller societies over-extending themselves. The Government could choose to restrict powers requested by the Abbey to a new band of very large societies.

Abbey's reserves at the start of this year were £618 million.

THE STOCK market may have fallen out of bed yesterday, with the "30" index down 20·8 points to 1003·7, but it is still healthy enough to put on a further 50 points or so in the short term, say leading chartists poring over their share trend lines and their point and figure charts. The bad news is that in the medium term they can see that a sharp reaction could set in.

Stand back from the day-to-day movements of the "30" index and it is clear we have enjoyed a virtually unbroken bull market since 1975. The trouble is the rise has been getting faster and faster. The market may boil over, fears Bronwen Wood of Rowe & Pitman. "It could blow off like the lid of a kettle."

She lays stress on a ten-point reversal chart — a graph of the index which is relatively insensitive to market movements since it takes a ten-point shift to register on the graph. That way despite the steep rise in the last ten years the market had moved within a recognisable trend channel.

But it accelerated out of the trend in July which makes prices now very vulnerable to a sharp reaction. Even a fall as far as 840 would take the index only back to the bottom of the channel, says Miss Wood, and therefore consistent with the continuing long-term bull market.

Robin Griffiths of Grieveson Grant also thinks the market could be heading for a sharp reaction after a further short rise. "The trend line still points upwards towards 1,100. It is too soon to say for certain the top has been reached but I am nervous." He adds: "If Wall Street cracks it could break London and other centres.

"It feels more like early 1972 than ever before, the last good market before a strong bear market," he declared. "You can see the market latching on to just a few good stocks."

The trend towards greater selectivity of stocks is also pointed out by John Cunningham of Cambridge-based Investment Research. But he warns investors not be too alarmed. "The market is a little overbought," he says, "but there is no technical evidence that the main clear upward trend has been broken. Call me a nervous bull."

David Fuller of Chart Analysis says the performance of the dollar and sterling could provide the key to stock market performance. "We have just gone through the great 1,000 milestone. It is a 'phobia point' when people reassess their positions."

He believes a moderate correction to shares would be a healthy sign. "But watch the dollar. If it resumes its advance, interest rates may overreact, gilts would be vulnerable and the stock market could lose its nerve leading to a big shake-out," argues Mr Fuller.

CITY COMMENT

Chartists air hopes and fears on the market

Unit trust mobility

WHEN the stock market rises, it takes unit trust sales with it. Some small investors have an uncanny knack of identifying the top of the market and getting in just when others are taking their profits. Figures from the Unit Trust Association yesterday suggest that 1984 may have been no exception: sales last year rose 19 p.c. to a record £2·92 billion.

Yet investors seem to be a little more professional. Re-sales of units by the public shot up 50 p.c. to £1·48 billion, which leaves the net sales of £1·44 billion slightly lower than 1983's peak — though that figure itself was nearly two and a half times the previous best.

Record sales and repurchases suggest that investors are becoming more sophisticated, and switching more often between funds. They have a greater choice. Member companies of the Unit Trust Association launched 93 more funds last year, taking the total to 687, and non-members' trusts take the aggregate higher still. This is for the good, even if the number of individual unitholdings at 2·2 million (including massive duplication) remains low.

As for unit trust managers' skills the record shows that the median United Kingdom funds managed an increase of about 26 p.c. last year, including reinvested income: the FT 30 share index showed a 25 p.c. gain after dividends of more than 3 p.c.

CBI Budget proposals

THE Confederation of British Industry has mixed populist appeal with special pleading in Budget representations officially published yesterday but discussed with the Chancellor well before he went into uncomfortable purdah.

The employers' organisation wants tax cuts worth £2 billion this year and £3·25 billion in a full year with a 10 p.c. increase above the rate of inflation in personal allowances taking the lion's share.

The CBI is on well trodden ground in arguing that the increase in allowances will improve the incentive to work by widening the gap between earnings and unemployment pay and easing the poverty trap for the lower paid.

Despite the uncertainties surrounding this year's Budget arithmetic the CBI believes the Chancellor will be easily able to conjure up the £1·5 billion it will take for the personal tax changes.

But the Chancellor has been predictably less receptive to the CBI's arguments for restructuring the rundown in capital allowances and a public works cum infrastructure programme.

The way the allowance changes are being reduced from 100 p.c. to 25 p.c. has, the CBI maintains, produced the risk of a slowdown in the investment recovery in 1986-87. It feels companies will be faced with the choice of an investment cut or worsening cash position and wants to see the 'dip' in allowances smoothed out with a 50 p.c. transitional phase in 1985-87 at a cost building up to £900 million a year.

Dee gets go-ahead on Booker bid

DEE CORPORATION has been given the all-clear by the Monopolies Commission to renew its takeover bid for Booker McConnell because it would not operate against the public interest.

The long awaited report from the commission says that in food retailing the bid would have no appreciable effect on the market. If anything, it would enable Dee to become a stronger competitor to the largest multiple retailers.

In food wholesaling, the merger would restrict local competition in only a few cases. Dee would have a strong commercial incentive not to add to the difficulties already faced by its most important customers. A minority note of dissent from one commission member B. C. Owens says the merger could operate against the public interest.

Booker shares added 8p to 256p on the news yesterday. Booker said it had "noted" the report and envisaged an exciting and successful future as an independent company. Dee said it was "studying" the report.

Bank of Scotland offers home banking service

BANK OF SCOTLAND yesterday became the first major clearing bank to offer customers a home banking service in a move which points to growing competition in the banking market.

The new service, aimed at private individuals and small companies, is being launched through Prestel, the telephone-based viewdata system.

An initial investment of £95 is required in a Prestel adaptor before customers can key into Bank of Scotland's computer. Thereafter, all that is needed is a telephone and television set.

Bavid Dunlop, Bank of Scotland assistant general manager, said the aim was to provide customers with "a comprehensive range of services" which they could use at almost any time of the day or night.

He described the Bank of Scotland home banking scheme as "simple to operate."

Features of the scheme include the ability to give payment instructions in advance and to change standing order payments.

In addition, home banking customers will be able to transfer money into and out of a special high interest account available only to them. Interest payable is between 9 p.c. and 11 p.c., depending on the amount invested.

Charges for home banking will be a flat £2·50 a quarter from Bank of Scotland plus £5 a quarter for becoming a Prestel subscriber.

In addition, customers will have to pay standard telephone and Prestel charges

U.S. inflation control spurs Wall Street

By JAMES SRODES in Washington

WALL STREET'S rally continued yesterday, after a White House declaration of victory over inflation.

Analysts also were buoyed by hints from James Baker, President Reagan's nominee to be Treasury Secretary, that he would consider a more active intervention role to help bring the dollar down to more competitive levels with sterling and other major currencies.

The best news, however, was on inflation. The government's index of consumer prices rose a scant 0·2 p.c. during December. That means that retail price inflation in America rose 4 p.c. during the 12 months of 1984 and is expanding at 3·7 p.c. annually.

The December figure would have been lower except for a sudden rise in citrus prices caused by cold winter weather in Florida.

White House spokesman Larry Speakes said inflation "remains low and is under control."

The inflation data, he added, "gives the country the best three-year inflation record since 1966 through 1968." During 1981, the index had expanded at a better than 13·5 p.c. annual rate.

Federal Reserve Board chairman Paul Volcker has begun a series of private briefings which criticise so-called supply-side economists for urging a more expansionary money supply growth policy now that inflation appears in check.

Sources close to the Fed have briefed journalists and business economists over the past fortnight with arguments that current policies will remain in place until there is a marked improvement in productivity levels in manufacturing.

As a result share prices continued to bound upward in heavy trading for the third straight trading day.

The Dow Jones Industrial Index of 30 blue chips closed 15·23 higher at 1274·75.

Trading volume was above 120 million shares shortly before the closing bell.

● Sterling in New York closed at $1·1120 against $1·1248 on Tuesday.

RTZ in £10m Cornish growth

RIO TINTO-Zinc's Cornish tin-mining operation, via Carnon Consolidated, plans an investment programme of £10 million over the next two to three years, Carnon's managing director Brian Calver said yesterday, writes COLIN CAMPBELL.

Production rates for 1985 are being raised, and the group's various mines expanded as additional reserves are proved and shafts are modernised.

RTZ believes its tin mines, which employ 1,070, have a life well into the 1990s and says they remain viable at a tin price of £7,500-£8,000 a tonne (LME Cash tin closed at £9,755 a tonne last night).

RTZ first moved into Cornish tin mining in 1979 buying Wheal Jane from Consolidated Gold Fields. In 1982 the group acquired a 40 p.c. stake in South Crofty, previously controlled by the St Piran Group, and in 1984 bought out Charter Consilidated's 60 p.c. stake to make Crofty wholly owned.

RTZ no waccounts for 80 p.c. of total Cornish tin mining production. In addition the RTZ Group holds various mining rights in Cornwall and a 19·4 p.c. stake in Geevor Tin Mines, a member of the Gencor Group.

Pre-tax profits of Carnon Consolidated for 1983 was £699,000. Results from 1984 are likely to be higher.

High Court judge bans Caplan and Pepler

A HIGH COURT judge has imposed lengthy periods of disqualification from holding company office on two of the men who ran "company liquidation" specialists Chancery Lane Registrars.

The hearing arose from a petition lodged by the Secretary of State for Trade and Industry in September 1983, which was for the winding-up of Chancery Lane and the takeover of nearly 200 company liquidations then being handled by Maurice Caplan, Stephen Pepler and Nicholas Wright.

But the case was delayed by Chancery Lane which claimed that it was going to oppose the petition. In the event, the hearing lasted just two days.

The appointment of Official Receiver, who has been acting as provisional liquidator and special manager for Chancery Lane and its client companies since 1983, was confirmed by the court.

Mr Caplan and Mr Pepler were also disqualified for 12 years each from "acting directly or indirectly as a director, liquidator, receiver or receiver manager of a limited company."

Creditors' meetings for the 181 client companies involved will be held shortly.

The case aroused wide interest because of the record of those running Chancery Lane — Mr Caplan and Mr Pepler both have fraud convictions and Mr Caplan was a bankrupt for 10 years — and because the new insolvency legislation, which is just about to begin its committee stage in Parliament, would offer more comprehensive control over such cases.

Under new legislation liquidators and officials need recognised professional qualifications to gain a DTI licence and the penalty for acting in such a capacity while not qualified could include up to two years' imprisonment and an unlimited fine on indictment.

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Particulars of the Loan Stock are available in the Statistical Services of Extel Statistical Services Limited. Copies of the Circular to Shareholders dated 18th January, 1985 may be obtained from the Company Announcements Office, The Stock Exchange, Throgmorton Street, London EC2P 2BT, for 2 days from the date of this notice and, during normal business hours on any weekday (Saturdays excepted), for 14 days from the date of this announcement from:

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Mountleigh Group plc, Leigh House, Stanningley, Pudsey, West Yorkshire LS28 7XG

Barclays Bank plc, Registrars Department, Radbroke Hall, Knutsford, Cheshire WA16 9EU

24th January, 1985

SKIPTON BUILDING SOCIETY

NOTICE TO BORROWERS

Following the recent meeting of the Building Societies Association, the interest rate payable by existing borrowers will be increased by 1.0% from 1st February 1985.

For those borrowers who are on one month's notice of change, the revised rates will take effect from 1st March 1985.

All borrowing members will be notified in writing of their new subscriptions shortly.

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COMPANIES

Saville Gordon tops £1m

J. SAVILLE GORDON, whose interests range from scrap processing to property, has had its best-ever opening half with pre-tax profits more than doubling from £504,000 past the previous best of £525,000 to £1·025m.

There was a marked improvement in all three divisions and with the pre-interest contribution from two — metal trading and processing and property — up by over £500,000.

Moreover, subject to the usual reservations, chairman John Saville is confident of being able to maintain the performance in the second half. In 1983-84 it went on to £1·55m.

The interim is being increased from 1·1p to 1·4p on April 10, to reduce disparity. Earnings were 5·5p (5·1p).

Bootham Engineers

BOOTHAM Engineers is fully restoring last year's dividend cut with a 6p (2p) payment. A marked upturn in the level of demand for the groups services is adequately reflected in pre-tax profits up from just £25,200 to £551,000 for the year to Oct. 31.

All the engineering divisions traded profitably with the York motor retailing subsidiary, Foxton's Garage, having another successful year.

Increased confidence about the future has enabled the group to embark on a selective capital investment programme in order to maintain competitiveness.

Lookers

GROWTH at Lookers, the car, truck and agricultural machinery dealer, slowed considerably in the closing months, but the group continued to make progress in highly competitive markets.

Pre-tax profits for the year ending September are up from £1·41m to £1·87m and earnings from 14·8p to 16·9p.

A 5p final dividend on April 30 lifts the total payout from an adjusted 3·87p to 4·5p.

The motor business sold an increased volume of vehicles, contract hire and leasing results were another record and good results were produced by coach-building. Agricultural business, too, performed well.

Park Food

SEASONAL half-year losses at Park Food Group are up from £1·41m to £1·64m pre-tax, but profits for the full-year are expected to exceed the previous year's £1·57m.

Christmas 1984 season, says the board, was a successful one with a further increase in the number of hampers packed and delivered.

Recent acquisitions have integrated successfully with other activities, it adds.

The interim dividend is going up from 1p to 1·2p on March 4.

Plastic Constructions

PLASTIC Constructions is set to more than double its profits with its conditional agreement to buy Industriplas, a distributor of semi-finished industrial plastics, for a maximum total of £1,045,000. This is being satisfied by the issue of 900,000 Plastic Constructions Ordinary — 16 p.c. of the enlarged group — and a maximum of £550,000 cash.

Industriplas made £212,000 pre-tax on sales of £5·22m in the year ended September and Plastic Constructions has weighed in with £277,500 (£248,600) on turnover of £12·4m for the same period.

A 1·3305p final, for which the new shares will not rank, is payable April 1 and makes 2·6665p (2·38p) from earnings of 4·85p (4·92p).

Somportex

CONFECTIONERY and iced-drinks distributor Somportex Holdings forecasts a loss for the year to April 30 next as a whole, though it does not anticipate this will be as large as 1982-83's £396,000 deficit.

The group, which ended last year with profits of £104,000, has turned in first half pre-tax profits of £196,000 against £468,000.

The disappointing result, it says, is due in particular to "Slush Puppie" sales being below expectation. The impact on cashflow of the loss forecast, however, will be substantially mitigated by the level of depreciation.

As usual, there is no interim.

Stewart Plastics

STEWART PLASTICS is again paying its shareholders more with the interim dividend going up from 0·7915p to 0·88p on March 15 from earnings of 4·2p (3·4p). Turnover has increased from £4·75m to £5·46m following the introduction of several successful new products as well as the expansion of the group's business with a number of major multiple retailers.

Operating profits were £52,000 up at £1·55m and the pre-tax out-turn is on from £1·61m, which included £62,900 unrealised capital gain, to £1·69m.

IN BRIEF

Estates Property Investment Co.: First half pre-tax income £1·44m (£1·26m). Net rents receivable £2·297m (£1·98m). Eps 4·85p (4·31p). Interim dividend again 2·75p, payable April 3.

A. J. Gelfer: First half pre-tax profit £408,000 (£409,000). Turnover £2·75m (£2·8m). Eps 3·8p (3·48p), payable April 15.

Caledonian Associated Cinemas: First half pre-tax profit £515,000 (£544,000). Turnover £3·3m (£5·38m). 1983 results included subsidiary Elena Mae, subsequently sold. Eps 63·5p (65·7p). Interim dividend again 2p, payable Feb. 15. Have bought City Hotel, Elgin; Grangemouth retail development completed.

Ingersoll-Rand Company: Full-year pre-tax profit $98,000 (loss $180,000). Net sales $2·48m ($2·27m). Eps $2·7 (loss $5·94). No dividend (same).

Continental and Industrial Trust: First half pre-tax revenue £2·5m (£2·19m). Franked income £1·51m (£1·17m). Eps 9·4p (7·68p). Nav, prior charges at par, 676·4p (580·5p). Interim dividend 6p (5p) already declared.

Enery Resources and Services: Full year attributable profit $588,000 ($754,000). Dividends and interest received $1·06m ($129m). Eps 12c (15c). Nav $6·71 ($7·95). Dividend 15c (same) payable April 24.

George Blair: First half pre-tax profit £111,000 (£52,000) after interest charge of £122,000 (£126,000). Turnover £7·35m (£5·91m) including exports of £2·6m (£1·1m). Again no interim.

D. F. Bevan (Holdings): First half pre-tax profit £129,000 (£127,000) after interest charge of £161,000 (£152,000). Turnover £8·94m (£7·17m). Eps 1·26p (1·52p). Interim dividend again 0·25p, payable April 10.

BIDS AND DEALS

Blundell-Permoglaze

PAINT manufacturer Blundell-Permoglaze is making an agreed £1·92m offer for Hamilton Star which makes and sells paint brushes and specialist tools. Terms are—for each Hamilton share, 160p cash or 160p nominal of Blundell 10 p.c. unsecured loan notes, 1990.

Hamilton's net assets at July 31 last were £2·2m and pre-tax profits for the year then ended amounted to £354,000.

Dollar Land

JERSEY businessman David Kirch is to mop up the 15·8 p.c. he does not already own in Dollar Land Holdings in an agreed deal which values the North American property group at £5·10m. Through his company, Westways Holding, Mr Kirch is offering 170p a share cash which has the support of Dollar Land's independent directors.

Sime Darby

SIME DARBY, the Malaysian conglomerate, has agreed to sell R G Shaw & Company to an overseas company for about M$64m (£23·1m), from which Sime Darby will make an extraordinary profit of M$32m.

R G Shaw and its subsidiaries own 38·7 p.c. of Shaw Wallace & Co. of India which makes and distributes liquor, fertilisers, pesticides and adhesives there.

Shaw Wallace contributed to Sime Darby's group pre-tax profits at the annual rate of M$9·2m (£3·35m) in 1983-84.

APPOINTMENTS

Marlar Int.

BRIAN NICHOLSON, until recently joint managing director of THE OBSERVER, has been appointed executive chairman of Marlar International.

Major gains in private sector

MORE THAN 400 of Britain's most successful private companies more than doubled pre-tax profits in their latest trading year while 32 of them grew by more than 1,000 p.c. with profits ranging from £50,000 to £565,000.

These are among the facts presented in a new publication, *Growth Companies Register, which records the top 1,000 of the fastest growing private companies.

The majority, 547, showed profits of between £100,000 and £500,000 compared with 273 with profits of between £50,000 and £100,000 while 180 made profits of over £500,000.

Manufacturers accounted for 589 of the 1,000 companies showing an average growth in pre-tax profits of 166 p.c. against 189 p.c. for the 411 wholesale, retail and other distribution and service companies.

The highest growth rate was 34,100 p.c. recorded by Middlesex motor accessories dealer Gordon Spice which pushed up profits from £1,000 to £342,000 after a loss two years earlier of £540,000.

**Published by Growth Data Services, 26 Red Lion Square, London W.C.1, £95.*

THE QUESTOR COLUMN

Moment of truth for Dee

ALL WAS quiet in Silbury Boulevard last night as Alec Monk and his fellow directors of Dee Corporation retreated to their Milton Keynes bunker to consider how best to bid for Booker McConnell.

The Monopolies Commission has come down in favour of the bid being allowed to go ahead. But the process has taken so long — it was referred last June — that Dee is in nowhere near the strong position it was in when the first offer was made.

First, its bid put a bomb under the Booker management. With a new managing director, a handy leg-up from the dollar and the growing fashion for health orientated stocks, Booker has seen its shares romp ahead.

A year ago, the shares were little more than 100p — last night they closed at 256p, rising a mere 8p on the Monopolies Commission verdict. That puts a market value of £523 million on the business.

Secondly, the share price rise has been underpinned by anticipated profits growth. From £25·1 million before tax in 1983, profits are thought to have hit £34 million last year. The current year should see the figure passing comfortably through £40 million.

On the 1984 estimate, Booker is selling at a little over 16 times earnings, while the current year projection puts it on to a 12 times multiple.

The choice of whether to fight on 1984 or 1985 figures rests with Dee. If it bids within the next three weeks, Booker will find it hard to stand up a convincing 1985 forecast. It will also find few takers to the notion that a 16-plus exit multiple is a gross undervaluation.

But if Dee chooses to wait more than three weeks, the bid cannot be renewed until June, by which time Booker will be well into current year trade and could come up with some fancy numbers if the occasion demands it.

Thirdly, Dee already has a great deal on its management plate, including the integration of International Stores, and might be reluctant to start a new takeover battle until its resources are less fully utilised.

If it does choose to fight now a prospective price-earnings ratio of around 15 times, including International's contribution, is a reasonable base from which to attack.

Anglia short of sparkle

SODASTREAM has knocked some of the sparkle out of Anglia Television's full-year profits to October 31, but, thanks to a bumper year for television advertising, the figures have emerged in line with most expectations.

Pre-tax profits have jumped from £2·68 million to £4·5 million, despite a £1·4 million swing round into the red by the associates. Sodastream, in which the company has a stake totalling about 25 p.c., can take most of the blame for this, with a deficit of £524,000.

Sodastream should make partial amends in the current year, given that its sales have perked up in the last few months following the launch of the new Carnival machine in November.

But problems for the television contracting sector may be about to begin.

Television advertising peaked during the year, and actually started to dip from the autumn onwards. That trend appears to be continuing, and given that a marked increase in the wage bill is already agreed, labour costs, which account for 70 p.c. of total expenses, are bound to squeeze margins.

As if that were not enough to be getting on with, the Treasury is promising a review of the system for calculating Exchequer levy. This is expected to lead to an increase in the actual rate whatever happens but there is a real fear that the levy will be calculated on turnover rather than on profits.

At a time of narrowing profit margins that is a particularly unhappy prospect.

This year, even allowing for an improvement in Sodastream, profits are unlikely to top £5 million pre-tax by very much and a prospective multiple of 11 will have to lean on its 7 p.c. yield for support.

Sit tight with James Neill

ALL'S WELL that ends well, and certainly everything has ended happily for Suter and its intended takeover victim James Neill Holdings.

Suter is happy because when it sold its shares last Friday it collected a profit of about £1 million. Cazenove, which placed the 11·8 p.c. stake, is happy in being able to collect commission on nearly £4 million of business. Christopher Moran, who held 400,000 Neill shares, cheerfully sold his stake an hour or so after Suter.

But the champagne really flowed in Sheffield because Neill appears to have shaken off the threat of acquisition, and by all accounts fully deserved to do so.

The company said yesterday that second half profits would show a solid improvement on those of the first. That puts a base of at least 3 million before tax under 1984 profit estimates, with the possibility of as much as £3·5 million.

Profits last saw this sort of level in 1979, before the recession pushed the business into loss. But after a vigorous rationalisation programme, Neill is now beginning to earn adequate profits again.

The management has accepted the need to concentrate on the profitability of all its lines, and although margins will never be wonderful in the band tool business, recovery is coming through quickly.

In the current year, attention will be turned to seeking out new markets, such as the retail trade, and profits are set for another good increase—perhaps reaching the peak £4·4 million of 1977.

Meanwhile, a valuation of the pension fund has disclosed a surplus which means that Neill may be able to cut its contributions by as much as £30,000 a year. A sale of surplus property, where it has permission to build a retail superstore, could yield more than £1 million.

The shares at 136p have risen by 270 p.c. since the beginning of last year, but still stand on a price-earnings ratio of less than 10. Investors have no need to follow Suter's example.

COMMODITIES

LONDON METAL MARKETS
Rudolf Wolff Report

COPPER: Steadier. Wire Bars: Off Settlement £1,252 (£1,250·50). Off Midday Cash £1,251–£1,252. 3 Months £1,236·50–£1,237. After Close Cash £1,231·50–£1,232. 3 Months £1,236·50–£1,237. T/O 19,975 Tonnes. Cathodes: Steady but Quiet. Off Settlement £1,218 (£1,244). Off Midday Cash £1,217–£1,218. 3 Months £1,227–£1228. After Close Cash £1,213·31–217. 3 Months £1,225–£1,226. T/O 750 Tonnes.

TIN: Steady. Off Settlement £9,745 (£9,770). Off Midday Cash £9,735–£9,745. 3 Months £9,670–£9,675. After Close Cash £9,750–£9,760. 3 Months £9,680–£9,690. T/O 1,085 Tonnes.

LEAD: Barely Steady. Off Settlement £373 (£370). Off Midday Cash £372–£373. 3 Months £349–£350. After Close Cash £370–£372. 3 Months £344·50–£345. T/O 23,175 Tonnes.

ZINC: Steady. Off settlement £729 (£737·50). Off midday cash £727–£729. 3 mths £725–£726. Aft close cash £728–£728·50. 3 mths £725·50–£726. T/O 6,450 tonnes.

SILVER: Quiet. Midday cash 540p–541p. 3 mths 556·5p–557p. Aft close cash 535p–536p. 3 mths 551p–552p. T/O 42 lots of 10,000oz each.

ALUMINIUM: Steady. Off settlement £979 (£996·50). Off midday cash £978–£979. 3 mths £1,007·50–£1,008. Aft close cash £977·50–£978·50. 3 mths £1,007–£1,007·50. T/O 10,950 tonnes.

NICKEL: Steady. Off settlement £4,525 (£4,500). Off midday cash £4,520–£4,525. 3 mths £4,490–£4,493. Aft close cash £4,505–£4,510. 3 mths £4,489–£4,490. T/O 1,602 tonnes.

LONDON GOLD FUTURES (price in $): Feb. 303·35. April 303·50. T/O 212 lots of 100 troy oz each.

LONDON SILVER MARKET: Spot 540·85 (554·80). 3 mths 556·35 (570·70). 6 mths 572·05 (585·25). 1 yr 602·20 (615·50).

PLATINUM: Free-Market £241·80 (£243·00).

CRUDE OIL
Rotterdam spot prices in $. Arab Light 27·8. Dubai 27·33. Arab Heavy 26·75. North Sea Forties 27·35–nil. North Sea Brent 26·65. Nigerian Bonny Medium 27·20.

GAS OIL FUTURES
GAS OIL: Jan. 228·75–26·00. Feb. 223·50–23·25. March 216·15–16·50. April 211·25–11·00. May 208·25–08·00. June 208·75–07·00. July 208·00–05·50. Aug. 217·50–05·00. Sept. 222·00–0400. Volume: 1,511.

LONDON COMMODITY MARKETS
RUBBER: Spot 64–66 (64–66).
FUTURES: About steady. Feb. £599–£640. March £600–£650. April £615–£660. May £625–£670. June £635–£680. July £645–£690. Aug. £655–£700. Sept. £665–£715. Oct. £675–£725. T/O 21 lots.

SISAL: East African quoted levels. No. 1 Basis $670. No. 3 Long $650. C.I.F. Antwerp prices.

SUGAR: London daily price raws £95; $104. No. 6 contract, $ per tonne. March 121·65–121·80. May 129·40–129·60. Aug. 139·40–139·60. Oct. 146·65–146·80. Dec. 153–154. March 167·167·40. May 173–174. T/O 3,714 lots.

SOYA MEAL: Easier. Feb. £150–£152·50. April £149·80–£150·50. June £147·50–£148·50. Aug. £148–£148·50. Oct. £149–£149·50. Dec. £150–£151·65. Feb. £150–£154. T/O 517 lots.

COCOA £ per ton March 2083. May 2093. July 2087. Sept 2082. Dec 2000. March 1998. May 1980. Sales 5,014.

COFFEE £ per ton Jan 2589. March 2421. May 2425. July 2430. Sept 2436. Nov 2436. Jan 2415. Sales 5,429.

COVENT GARDEN
Fruit — lb: Apples eating 10–22, cookers 9–16; apricot 63–72; banana 32–38; rhubarb forced 30–32; grapes Spanish 15–27, SA 110; lychee 80; clementine 14–30; satsuma 13–15; pear 8–23; plum 48–52; oranges navel 15–17. Each: Mineola 8–14, avocado 16–28; coconut 28; fig 40; grapefruit 4–15, pink 20; kiwi 20–24; lemon 4–13; lime 16–18; mango 50–70, melon 80–120, ugli 20–28; orange 6–16; ugli 32 sharon 20, pineapple 30–100; pomelo 30–60.

Salad—lb: Tomato 35–50, beef 50; chicory 60, Chinese leaf 20; parsley 70; cabbage 8–10. Bunch: Radish and spring onion 20. Each: Celery 20–25; cucumber 20–34; lettuce round 15–25, cos 27, iceberg 40–60.

Vegetables — lb: asparagus 400; aubergine 50; Kenya bean 60, sprout 3–10, top 10; cabbage 3–10, calabrese 100–130; carrots old 9–13, new 30; capsicum 30; corgette 60; fennel 50; garlic 40; spring green 10; leek 30–40; mangetout 100 mushroom 30–70; onion 5–13, picklers 13; parsnip 10–14; potatoes old 3–5 imported new 16–22, Jersey new 100; spinach 30; swede 7, turnip 11. Each: Cauliflower 75; Artichoke globe and sweetcorn 30.

LONDON GRAIN MARKETS
BARLEY £ per ton Jan 114·20. March 114·25. May 16·75. Sept. 98·75. Nov. 102·05. WHEAT £ per ton Jan. 110·90. March 113·25. May 16·80. July 1·4·75. Sept. 99.

(G A F T A)
PIGMEAT (Gafta): Feb. 111·5p. April 107·7p. June 105·5p. Aug. 103·7p. Oct. 109·3p. Nov. 109·8p. T/O 98 lots.
POTATOES (Gafta): Feb. £45·50. April £55·20. May £58·40. Nov. £70. Feb. £80. T/O 372 lots of 40 tonnes each.

LIVESTOCK COMMISSION
Average fatstock prices: GB cattle 96·74p kg lw (−2·32); sheep 168·67p kg est dcw (+13·45); pigs 79·21p kg lw (−4·33). England and Wales: Cattle Nos. up 11·8 p.c., ave. price 97·11p (−2·36); sheep Nos. up 11·8 p.c., ave. price 169·38p (+13·72); pig Nos. down 0·6 p.c., ave. price 79·21p (−4·33). Scotland: Cattle Nos. up 22·5 p.c., ave. price 94·94p (−1·96); sheep Nos. down 1·2 p.c., ave. price 162·38p (+10·58).

MONEY & EXCHANGES

THE pound's international value fell from 71·3 to a new all-time "low" of 70·7 on foreign exchanges yesterday as oil price fears and the absence of central bank intervention hit confidence.

The pound suffered most in terms of the dollar, losing 1·18 cents to close at $1·1095. But it also lost ground to the German mark and other major currencies.

The weakness of sterling renewed fears that interest rates in Britain will have to rise again. The cost of wholesale funds in London jumped by at least ¼ p.c., taking the key three-month interbank rate to 12¼ p.c.

The Bank of England was believed to have provided modest support for sterling on the exchanges. It also acted to keep the banking system liquid by buying £590 million of bills to relieve a cash shortage of around £550 million.

THE POUND ABROAD

	23-1-85	Prev. close
Austria	21·76–·79	24·97–25·03
Belgium*	70·65–·74	71·26–·40
Canada	1·4737–·4762	1·4865–·4896
Denmark	12·5816–·6015	12·7056–·7179
France	10·7900–·8053	10·8867–·9126
Germany W	3·5537–·5550	3·5587–·5651
Holland	3·9987–·9957	4·0186–·0275
Ireland	1·1350–·1365	1·1440–·1468
Italy	2165·06–2171·46	2181·84–2190·38
Japan	282·54–·71	285·26–·75
Norway	10·2031–·2254	10·2918–·3281
Portugal	191·51–192·80	193·24–194·65
Spain	195·09–·45	196·78–197·37
Sweden	10·0706–·0908	10·1716–·2077
Switzerland	2·9706–·9711	2·9958–3·0019
Utd. States	1·1125–·1130	1·1235–·1250

* Convertible rate.

Effective Sterling Exchange Rate Index NOON 70·9 (71·4) CLOSE 70·7 (71·3) (Base 1975 = 100)

FORWARD RATES

The forward rates for currencies for one month and three months are as follows:

	One month	Three months
Austria	12⅞–11⅛ Gro pm	32½–28½ Gro.pm
Belgium	15–8 c.pm	29–21 c.pm
Canada	0·38–0·32 c.pm	0·97–0·88 c.pm
Denmark	½ O.pm–¼ O.dis	4–1¾ Ore dis
France	2–1½ c.pm	3⅞–2½ c.pm
Germany	2⅛–1⅞ Pf pm	5⅞–4⅞ Pf pm
Holland	2⅛–2⅛ c.pm	6⅛–5⅛ c.pm
Italy	3–6 Lire dis	14–18 Lire dis
Japan	1⅝–1⅛ Yen pm	4–3⅜ Yen pm
Norway	½ O.pm–½ O.dis	1½–1¾ Ore dis
Portugal	200–490 c.dis	605–1455 c.dis
Spain	Par–30 c.dis	30–85 c.dis
Sweden	[illegible] Ore dis	2¾–3⅝ Ore dis
Switzerland	1⅝–1⅛ c.pm	5–4⅛ c.pm
Utd. States	0·42–0·39 c.pm	1·08–1·03 c.pm

GOLD PRICE

1st Fix $302·15 — 2nd Fix $300·50
Close $301·00 ($305·75)
Sterling Equiv. £270·56 (£271·87)

KRUGERRANDS*
£274·00–£323·15 (£279·00–£328·90)

PLATINUM NOBLES
£248·60–£261·46 (£249·85–£252·75)

NEW SOVEREIGNS*
£61·00–£78·20 (£62·60–£80·04)

* Banks selling rate includes VAT and charges. Buying rate excludes VAT. Prices are for single coins.

OTHER MARKET RATES

Argentina	Peso 230·42–230·88
Australia	A$1·3730–1·3750
Brazil	Cruzeiro 3626·00–3849·00
Cyprus	C£0·7531–0·7550
Finland	Markka 7·3942–7·4051
Greece	Drachma 145·25–146·15
Hong Kong	HK$8·6575–8·6775
India	Rupee 14·1242
Iraq*	Dinar 0·3485–0·3505
Kuwait	Dinar 0·3405–0·3445
Malaysia	Ringgit 2·7600–2·7700
Saudi Arabia	Riyal 3·9915–4·0315
Singapore	S$2·4475–2·4675
South Africa*	Rand 2·5615–2·5715
United Arab Emirates	Dirham 4·0935–4·1335

* Subject to limit

DOLLAR RATES

	23-1-85	Prev. close
France	9·7135	9·8250
Germany	3·1775	3·1675
Switzerland	2·6760	2·6670
Japan	254·39	253·90
Trade weighted ave.	146·60	146·10

EUROCURRENCIES

DOLLARS:		
7 days 8⅛–8⅜	1 month 8⅛–8⅜	
3 months 8⅜–8⅝	6 months 8⅝–8⅞	
MARKS:		
7 days 5⅜–5½	1 month 5½–5⅝	
3 months 5⅝–5¾	6 months 5⅞–6	
SWISS FRANCS:		
7 days 14½–14	1 month 5⅜–5⅝	
3 months 5⅝–5¾	6 months 5⅝–5¾	

MONEY MARKET RATES (per cent.)

CLEARING BANKS Base Rate 12p (Jan. 14)
FINANCE HOUSES Base Rate 10pc (Jan. 2)
DISCOUNT MKT: Day-to-Day 10–12¼
INTERBANK: Overnight 12¼–12⅛; 7 days 12⅛–12⅛; 1 month 12¼–12⅛; 3 months 12¼–12⅛; 6 months 12–12⅛
LOCAL AUTHORITY DEPOSITS: Two days 12; Seven days 12; One month 12⅛; Three months 12
BANK BILLS: 1 month 11⅞–11¾; 3 months 11⅝–11½; 6 months 11–11¼
TREAS. BILLS: 1 month 11⅝–11½; 3 months 11⅛–11⅜; 3 months 11⅛–11¾
STERLING C.Ds: 1 month 12⅛–12⅛; 3 months 12⅛–12¼; 1 year 11⅞–11⅝
DOLLAR C.Ds: 1 month 8·00–8·10; 3 months 8·15–8·25; 1 year 9·50–9·50

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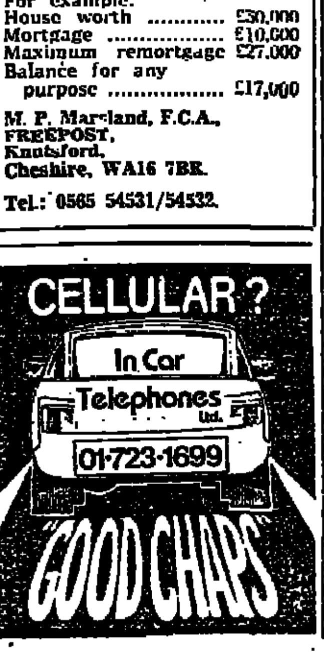

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Last night's closing prices:

1984/85 High	Low	Share	Mid Price	
40½	33½	Ambitemp	40½	
45	44	Appleton	44	
36½	25	Assoc. Furniture	36½	
141	114	Athersystems	140	
56	14	Award Res.	18*	
7	4	Besour Pet.	4½	
17½	12	Berkeley Leisure	17½	
63	25	Breasdale	53	
55½	15	Brent Heath Inv.	27½	
20	15	Bristol Leisure Wr.	14	
155	50	British Telecom	150	−3
76	70	A. Brown	75	
56	16	Burad Holdings	20 xd. xc	
88	66	Burad Sec. (SA)	67	−1
28½	12	Cotton Beach	23	
150	90	Credo Pet.	101	
350	180	C.S.T.	173*	
35	18	D.A.S.A.	24*	
38	26	Dolamore	35	
8¾	1	Edenspring	1	
50½	25	Future Forecasts	27½	
47	35½	Glossair Av.	39	
74	20½	Godwin	23½	
64	38½	Hard Rock	56	−1
5	5	Hartley Baird	5	
47½	40	Harvard Sec. Gp	40mb	
25	5	Hemokinetics	7½	
57	20	Herbert Woods	37	
29½	9½	I.D.M.	9½	
40	10	Intervision	10	
23	15	Ireland Yard	22	
5	4	Ireland Y'rd Wr	4½	
59	27	Lead an Leisure	56½	
18½	9	Leisure Inv.	18½	
295	97½	Memcom	295	
155	110	Memtek	127	
76	22	Microlite	Suspended	
28½	2	N. Atlantic Air	5	
54	18	N.A.E.	21	
190	92½	New Dimension	107½	
5½	2	Newgate Trust	4	
68	54	Optometrics	56	
81	58	Pizzo	63	
52	15	Rigby Elec.	42	
16	10	Scoops	13½	
61	25	Stone Medical	43	
50	24½	Taddale Inv.	20½	
235	100	Tadpole Tech.	233	
33½	25	Theta	32½	
40	30	U.S.M.X.	31	
76	49	V.T.C.	65mb	
50	33	V.T.C. Defd	40mb	
39	25	Watershides	30	
20	14	Westfort Pet.	16	
		Harvard Warrants for acquisition of:		
42	27	Bleasdale Opn A	27	
34	27	Rigby Option	28	
38	30	Hard Rock Opn	31	
12	4	L. Leisure Opn	10	
9	5	Burad Hldgs Opn	6½	

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UNIT TRUST PRICES

AUTHORISED TRUSTS

1984-5+ High	Low	Name	Bid	Offer
		ABBEY UNIT TRUST MANAGERS		
139·3	97·5	Abbey American Tst	130·9	*139·3
75·4	57·8	Abb.Assets&EarnTst	70·5	75·4
88·4	67·9	Abb. Comd. & Ener.	79·5	85·0
112·9	86·6	Abbey General Tst.	104·6	*111·9
125·6	114·3	Abbey Gilt & F. Int.	110·3	*116·1
75·9	58·6	Abbey H. Inc.Eq.T.	71·0	*75·5
184·7	127·8	Abbey Japan Trust	171·4	183·3
73·4	57·2	Abbey UK Grth. T.	67·8	72·9
173·2	147·4	Abb. Worldwide Tst	161·6	173·2
170·2	128·8	Equitas Prog. Tst	158·0	168·0
		AITKEN HUME FUNDS MANAGEMENT LTD.		
62·9	49·5	American Majors Fd	58·8	62·9
166·1	110·3	American Tech. Fd.	138·2	147·9
52·0	35·3	Energy Fund	38·0	*38·5
462·0	380·5	Exempt	435·0	462·0
76·2	52·5	Japan Tech. Fund	71·0	75·9
166·0	123·2	Pacific Fund	139·0	148·7
151·1	117·7	Secure Income Fund	138·6	*148·3
31·4	25·3	Small Companies Fd	29·2	31·2
182·4	146·4	Special Sits Fund	164·5	176·0
		ALLIED UNIT TRUST LTD.		
434·5	333·0	Allied Accum. Trust	409·9	434·5
31·5	25·0	Allied Amer. Inc.Tst	29·7	31·5
61·0	45·3	Allied Am Spec. Sits	57·6	61·0
167·9	127·7	Allied Aus. Val. Tst.	158·4	167·9
288·9	226·9	Allied Balanced Tst.	272·5	288·9
202·0	156·5	Allied Capital Trust	190·4	201·9
105·8	78·8	Allied Ex. Inc.Trust	96·0	*101·8
169·7	132·6	Allied First Trust	160·1	169·7
32·7	33·0	Allied Gilt Grth Tst	30·7	32·0
31·6	27·1	Allied Govt. Sec. Tst.	27·9	29·1
108·5	83·5	Allied Grth & Inc.T	103·1	109·3
189·1	145·5	Allied High Inc. Tst.	178·1	188·8
121·5	98·0	Allied High Yield T	114·6	121·5
70·8	55·6	Allied Internat. Tst.	66·6	*70·6
73·4	51·4	Allied Japan Trust	69·2	73·4
110·4	85·3	Allied Met Mins&Cm	93·8	99·4
159·1	119·9	Allied O'seasEarn.T	150·1	*159·1
137·2	99·6	Allied Pacific Trust	129·0	*138·7
60·5	44·1	Allied Recovery Tst	54·1	57·3
98·7	81·6	Allied Smaller Co'sT	91·4	*96·7
133·8	105·5	Allied Sec.Sm.Co's T	123·9	133·8
190·7	135·8	Allied Sec of AmerT	179·5	190·3
97·7	74·8	Allied Technology T	91·9	97·4
		ARBUTHNOT SECURITIES		
55·6	41·8	Capital Fund	50·8	54·3
60·6	44·1	Capital Acc.	54·8	58·6
108·1	84·5	Commodity Fund	83·8	89·6
176·8	139·2	Commodity Acc.	139·2	148·8
65·4	46·5	Commodity 10% Wdl	46·2	49·4
111·5	78·1	East & Intnl. Acc.	103·4	110·5
64·3	45·9	East & Intnl. 8% Wdl	59·6	63·7
46·2	34·6	Finance & Property	43·2	46·1
71·8	54·7	Foreign Growth Fd.	66·0	70·5
49·2	43·5	Gilt & Fixed Int. Fd	42·6	44·8
60·1	47·8	High Income	55·8	59·6
131·4	100·7	High Income Acc	122·1	130·5
76·3	55·1	High Inc. 8½% Wdl.	70·9	75·8
62·8	54·3	High Yield	58·5	62·5
150·4	122·1	High Yield Acc	139·8	149·5
86·2	60·9	North Amer.& Intnl	80·6	86·8
25·7	24·5	Preference	24·5	*25·5
75·2	67·3	Preference Accum	70·4	*75·2
91·5	72·8	Smaller Co's Fund	85·3	91·2
11·6	8·8	World Penny Share	9·1	9·7
		ARCHWAY UNIT TST. MNGRS.		
221·5	171·3	Archway Fund	206·6	219·8
		ATLANTA UNIT TRUST MNGRS.		
38·3	43·6	Japan & Far East	35·5	36·8
		BARCLAYS UNICORN		
82·6	56·7	Unicorn Amer'n Tst	77·7	82·6
125·1	101·1	Unicorn Aust. Inc.	112·8	*119·9
165·5	135·5	Unicorn Aust. Acc.	155·2	165·1
178·7	135·5	Unicorn Capital	166·8	177·4
334·0	245·8	Unicorn Exempt	314·0	334·0
58·2	46·2	Unicorn Extra Inc.	53·9	57·5
192·0	139·4	Unicorn Financial	180·2	191·7
200·4	155·1	Unicorn 500	188·0	199·9
103·1	79·4	Unicorn General	102·3	108·8
109·7	90·1	Unic. Gilt & FixedIn	[illegible]	92·7
129·7	78·0	Unic. Great Pac.Inc	117·5	125·0
116·8	78·3	Unic.Great Pac. Acc	103·4	109·9
146·9	105·8	Unicorn Growth Acc	137·1	145·8
[illegible]	183·7	Unicorn Income	231·2	[illegible]
107·9	82·0	Unicorn Pro Accum	100·5	106·9
145·4	114·1	Unicorn Recovery	135·5	141·1
58·9	48·3	Unic. Techno. Inc.	53·4	56·8
88·0	56·4	Unicorn Trustee	86·1	*87·3
120·3	87·5	UnicornWorld Wide	113·1	*120·3
173·5	128·1	B.T. Inv. Fd. Inc.	161·4	171·6
256·6	186·4	B.T. Inv. Fd. Acc.	238·9	254·1
		BARING BROS. & CO.		
495·6	402·2	Stratton Trust	471·7	495·6
736·5	583·0	Stratton Tst. Accum	698·6	726·8
		BRIDGE FUND MANAGERS		
74·7	53·3	B. American & Gen.	65·4	74·7
111·2	85·4	B. Cap. Inc.	105·4	111·2
141·7	109·4	B. Cap. Acc.	131·7	141·7
257·0	180·0	B. Exempt	233·0	*257·0
113·1	81·0	B. Income	104·4	111·1
45·2	31·3	B. Intnl. Recov. Inc.	38·6	41·6
59·1	44·8	B. Intnl. Recov. Acc	50·6	54·5
		BRITANNIA GROUP OF UNIT TRUSTS LTD		
95·8	65·2	American Growth	87·9	95·8
57·2	50·0	American Inc.	53·6	57·5
35·4	19·6	Amer. Smaller Co's	23·1	24·6
78·9	61·7	Amer. Special Sits	74·0	78·9
85·4	61·5	Australian Grth. Tst.	79·4	84·7
175·3	131·8	Commod. Share Tst.	145·1	154·8
61·6	42·0	Exempt Trust	58·3	61·0
69·0	52·7	ExemptMktLeaders	65·0	69·0
53·4	45·4	Extra Income	50·0	53·3
45·8	35·7	Far East	42·5	45·3
38·3	28·5	Financial Secs	34·9	*37·2
55·3	49·0	Gilt Growth Trust	53·4	[illegible]
26·8	[illegible]	Gilt Trust	25·8	[illegible]
34·3	31·2	Gold & General	20·2	*21·6
27·1	15·3	Hongkong Perform	25·4	27·1
161·2	122·8	Income & Growth	149·7	159·7
38·3	30·0	Intnl. Growth	28·4	30·3
12·4	9·3	Intnl. Leisure	11·6	*12·4
45·8	31·1	Japan Performance	41·2	*43·8
13·1	10·7	Japan Smaller Co's	12·1	12·9
155·5	117·0	Nat. High Income	144·5	154·1
19·6	18·5	Preference Shares	18·1	19·3
41·4	32·9	Property Share	38·7	41·3
80·2	60·2	Recovery	74·6	79·6
125·6	91·6	Smaller Co's	108·7	115·6
81·5	61·9	Spec. Situations Tst.	74·6	79·6
37·6	25·3	UK Grth Accum	31·4	33·5
83·8	65·6	Universal Energy	78·2	83·5
51·2	40·7	World Tech Tst.	48·2	51·5

1984-5+ High	Low	Name	Bid	Offer
		BROWN SHIPLEY & CO.		
51·2	42·5	Brown Shipley Fund	47·2	51·2
81·7	68·7	Accum.	75·3	81·7
99·5	76·3	Financial	92·8	99·5
116·8	88·0	Growth	107·5	116·8
177·8	123·9	Growth Acc.	163·6	177·8
51·7	37·9	High Inc.	47·6	51·7
57·3	44·0	Income Fund	52·7	57·3
56·0	43·4	North American	52·1	*56·0
56·3	43·9	Orient Fund	52·5	56·3
28·6	22·7	Recovery	26·3	28·6
166·9	137·7	Technology Fund	152·5	164·0
		BUCKMASTER MANAGEMENT CO.		
166·8	139·9	General Fund	156·7	*166·8
256·2	197·8	General Accum	241·8	256·2
80·5	65·5	Income Fund	76·3	80·5
131·9	106·1	Income Accum	125·1	131·9
123·0	93·8	International Fund	117·7	123·0
159·2	120·2	International Accum	152·4	159·2
		CANADA LIFE UNIT TRUST MNGRS.		
95·2	72·3	Canlife Gen. Dist.	89·4	*94·2
149·2	109·4	Canlife Gen. Accum	136·4	145·6
37·0	32·1	Can.Gilt&FixIntInc	33·7	35·5
64·5	58·3	Canlife Income Dist	60·7	63·9
		CANNON FUND MANAGERS LTD.		
254·2	198·6	Income	238·9	*254·2
142·2	106·7	Far East	135·3	141·8
		CATER ALLEN UNIT TRUST MNGRS.		
112·2	105·0	Cater Allen Gilt Tst.	100·1	106·3
		CHIEFTAIN TRUST MANAGERS		
53·5	39·8	American Trust	45·9	*49·1
27·4	21·0	Australian Trust	21·0	22·5
54·2	38·8	Basic Resources	38·6	41·4
76·3	53·7	Far Eastern Trust	70·2	75·0
37·7	29·5	Global Recovery Tst	35·2	37·7
47·0	35·3	High Income	41·1	44·0
42·4	37·1	Income & Grth. Tst.	39·5	*42·4
65·7	53·2	International Trust	60·8	65·1
21·6	24·3	Pref & Gilt	19·5	*20·9
38·4	32·1	Smaller Co's	34·5	36·7
34·8	27·3	Special Income Sits	32·5	34·8
		CONFEDERATION FUND MNGMT.		
173·7	125·6	Growth	165·1	173·7
		COUNTY BANK UNIT SERVICES LTD.		
236·2	179·2	Capital Trust	221·8	235·9
64·0	49·3	Energy	50·1	53·2
133·2	104·7	Extra Income	124·7	132·6
99·6	74·6	Financial Trust	93·5	*99·7
52·4	49·5	Gilt Strategy	50·0	51·8
238·0	177·4	Growth Invest Trust	221·9	*236·0
107·1	80·1	Income Trust	99·8	106·1
88·4	62·5	Japanese Pac.Grth.	83·1	88·4
100·5	72·3	NthAmer Growth Tst.	92·1	97·9
151·2	119·7	Portfolio Inv. Fd.	142·9	149·6
103·5	75·8	Recovery Trust	96·7	*102·8
149·5	111·5	Smaller Co's	140·5	149·2
		CRESCENT GROUP		
75·6	60·7	Crescent American	70·7	75·6
62·9	46·9	Crescent Capital Fd.	58·6	62·7
108·8	81·5	CrescentGrwth & Inc	100·8	107·8
97·2	62·9	Crescent High Dist.	78·6	84·1
183·1	134·8	Crescent Intnl	171·2	183·1
118·9	99·7	Crescent Tokyo Fd.	111·0	118·7
		CROWN UNIT TRUST SERVICES LTD.		
116·6	87·9	Crown American Tst	109·0	*116·6
179·6	131·7	CrownGrowthTrust	166·1	177·6
180·2	145·6	CrownHighInc.Tst	167·8	179·5
		DISCRETIONARY UNIT FUND MNGMT.		
79·4	62·0	Discretionary Inc	73·6	78·5
155·7	114·6	Discretionary Acc.	126·6	135·6
		EQUITABLE UNITS ADMINISTRATION LTD.		
294·0	222·4	EquitablePelican Un	273·1	290·6
		EQUITY AND LAW UNIT TRUST		
105·5	78·0	Far East Acc.	94·0	105·3
193·8	152·8	General	127·9	193·8
88·9	76·4	Gilt Fxd Int Acc	82·0	86·3
170·5	112·4	Higher Inc. Tst. Acc.	163·5	170·5
139·7	93·9	N. Amer. Tst. Acc.	131·4	139·7
121·7	94·8	U.K.Growth Tst. Acc.	114·4	121·7
		F & C UNIT MANAGEMENT LTD.		
73·1	56·8	F & C American Fd.	68·5	73·1
99·7	76·6	F & C Far East Fund	93·1	99·7
65·5	51·3	F & C Income Fund	60·8	64·9
66·4	40·8	F&C Far Eastern Fund	62·1	66·4
		FIDELITY INTERNATIONAL MANAGEMENT LTD.		
97·4	69·5	American	91·3	97·2
61·6	45·5	Amer. Special Sits.	53·2	56·8
31·2	28·2	Gilt & Fixed Interest	28·2	*29·3
72·8	59·4	Growth & Income	67·7	72·1
95·1	51·6	Japan Trust	89·0	94·5
90·4	51·0	Managed Intl. Trust	85·0	90·5
58·4	41·1	Max. Inc. Equity Fd	54·8	58·4
105·6	71·8	Special Situations	97·1	103·5
		FINLAY (JAMES) UNIT TST. MNGMNT.		
87·8	71·0	Fund of Inv. Trusts	81·4	87·5
136·9	104·6	Fund of Inv. Acc	117·7	126·5
56·0	46·6	Income	52·0	55·9
74·2	58·1	International	69·0	74·2
94·7	71·5	International Accum	88·1	94·7
19·9	16·4	World Energy Fund	17·1	18·4
27·1	22·1	World Energy Acc.	23·4	25·2
		FRAMLINGTON UNIT MNGMT.		
196·2	123·1	American	183·6	195·7
192·3	[illegible]	Amer. & Gen. Acc.	183·4	[illegible]
199·0	131·4	Amer. Turnaround	186·0	197·8
222·0	154·8	Amer. Turnrnd Acc	208·0	222·0
183·3	137·4	Capital	143·3	152·8
178·8	127·6	Capital Accum	167·8	178·4
82·2	65·2	Convertible & Gilt	75·1	80·0
100·0	79·2	Convert. & Gilt Acc.	93·0	99·8
115·4	83·2	Extra Inc	107·8	*114·6
89·6	67·0	Income	83·8	89·6
156·4	125·6	Intnl. Growth	141·6	150·6
169·4	137·4	Int. Growth Accum.	155·0	164·8
62·4	44·6	Japan & Gen. Inc	58·4	62·0
99·2	77·0	Recovery Trust	93·4	*99·2
105·4	80·0	Recovery Trust Acc.	98·8	105·3
		FRIENDS' PROVIDENT UNIT MNGMT.		
169·9	136·5	Fri's Prov. Eqty Uts	157·7	167·9
273·8	209·9	Fri's Prov. Eqty Utl	255·8	273·6
		G. & A. UNIT TRUST MNGRS.		
93·1	70·3	G. & A. Units	87·9	93·1

1984-5+ High	Low	Name	Bid	Offer
		G.T. UNIT MANAGERS		
74·7	58·0	G.T. Capital Income	69·6	74·7
103·5	57·5	G.T. Capital Accum.	96·3	103·5
147·8	115·0	G.T. European	138·1	147·5
90·5	65·1	G.T. Far East & Gen	84·4	90·3
67·7	52·0	G.T. Income Fund	63·1	67·5
113·6	94·0	G.T. Intnl. Fund	106·0	113·4
159·4	113·6	G.T. Japan & Gen.	148·3	158·7
102·7	97·9	G.T. Liquid Reserve	98·5	102·1
150·8	110·5	G.T. Pensn. Exempt	143·6	150·4
87·1	62·1	G.T.Tech&GrwthFd	77·0	82·1
54·9	43·4	G.T. U.S. Gen.	49·0	52·5
		GARTMORE FUND MANAGERS		
99·8	66·5	American Trust	84·4	89·8
24·7	15·6	Australian Trust	21·0	22·3
45·1	35·5	British Trust	42·2	44·9
76·5	51·6	Commodity Share	66·0	70·5
38·6	29·5	Extra Income	36·2	38·6
90·8	54·0	Far Eastern	84·4	89·8
27·9	24·0	Fixed Interest Trust	24·0	25·6
28·8	25·1	Gilt Trust	24·9	*26·0
118·8	88·2	Global Fund Trust	111·6	118·8
25·0	15·6	Gold Share Trust	16·1	17·2
108·1	94·1	High Income Tst	101·4	107·9
32·3	17·3	Hong Kong	29·9	31·9
51·2	35·5	Income Fund	47·9	51·0
79·7	58·5	Japan Trust	74·4	79·1
41·0	33·1	Oil & Energy Trust	34·8	*37·1
71·0	54·3	Special Situations	65·9	70·2
47·7	38·2	UKSmlICo'sRecTst	44·6	47·5
		GOVETT (JOHN) UNIT MNGMT.		
58·3	46·3	Gold & Minerals Fd	47·3	50·5
64·0	44·3	Govett Am.Grth.Fd.	59·9	*64·0
109·3	86·7	GovettEuro.Growth	102·2	109·3
68·3	49·9	Govett Int. Growth	63·9	68·3
99·7	82·7	Govett Jap Grth. F.	93·1	*99·5
		GRIEVESON MNGMNT.—BARRINGTON FUNDS		
257·3	194·7	European	247·9	*257·3
126·5	95·0	General	119·4	*126·5
167·5	124·5	General Accum	158·1	167·5
118·1	108·2	Gilt	107·6	111·0
66·6	51·3	High Yield	62·6	*66·6
123·2	89·7	High Yield Accum	115·8	123·2
140·3	98·8	Japan	132·2	139·9
240·1	203·8	North America	225·6	235·3
270·7	226·1	North American Acc.	251·3	267·5
103·6	83·2	Pacific	98·6	103·7
116·0	92·6	Pacific Accum	110·2	115·9
279·7	222·5	Smaller Co's	262·9	279·7
		GUARDIAN ROYAL EXCHANGE UNIT MNGRS.		
128·6	111·3	GRE Gilt & Fixed	111·9	116·3
165·8	113·1	GRE Gwth Eqty Tst	155·8	165·8
134·2	92·9	GRE North America	125·5	133·6
152·6	108·8	GRE Pacific	142·4	151·5
155·6	118·1	GRE Property Share	145·3	*154·6
167·7	125·8	GRE Small Co's	157·7	167·7
252·2	192·1	Guardhill	238·3	246·9
		HENDERSON ADMINISTRATION		
126·0	91·3	American Recovery	116·8	125·6
69·6	58·5	Australian Tst	67·2	71·2
55·5	40·5	American Small Co's	50·9	54·7
136·5	97·0	Extra Income	118·3	*126·5
50·8	36·3	Cap. Growth Inc	46·8	50·0
56·2	40·6	Cap. Growth Acc	52·9	56·2
135·7	80·6	European	126·7	135·7
92·7	78·6	Financial	86·6	92·7
57·6	54·2	Fixed Interest	54·1	*58·1
55·5	45·8	Gilt Fund	44·1	46·1
56·0	45·5	Global Health Care	52·6	56·0
104·5	80·1	Global Technology	97·5	*101·5
151·0	105·2	High Income	122·4	131·0
82·4	60·9	Income & Assets	77·0	82·4
107·4	81·8	Inc. & Growth Inc.	100·4	107·4
199·2	146·3	Inc. & Growth Acc.	186·5	199·2
124·2	95·0	International Trust	116·1	124·2
102·0	76·5	Japan Special Sits	96·2	102·0
96·0	73·3	Japan Trust	89·8	95·8
144·4	99·3	North American	135·6	*143·7
58·3	72·7	Oil & Nat. Resources	75·0	80·6
51·0	48·8	Pref. & Gilt	46·6	*49·8
84·5	64·1	Recovery	79·0	84·5
76·7	56·5	Small Co's Div	70·0	74·9
101·1	79·2	Spec. Situations Inc	97·0	100·5
[illegible]	108·0	Spec. Situations Acc	129·5	138·5
274·8	229·6	Worldwide Fu	261·2	274·9
		HILL SAMUEL UNIT TST. MNGMT.		
[illegible]	[illegible]	British Trust	[illegible]	[illegible]
79·5	59·1	Capital Trust	74·7	79·5
181·5	157·6	Dollar Trust	161·5	175·1
66·3	49·1	European Trust	62·3	*66·3
104·5	73·8	Far East Trust	97·2	103·5
267·9	198·2	Financial Trust	261·8	267·9
133·10	122·8	General Exempt Tst	128·10	133·10
29·4	26·6	Gilt & Fixed Int	25·9	28·0
40·2	35·4	Gilt & Fixed Int Gth	37·2	39·8
53·6	40·2	High Yield Trust	47·2	50·3
61·7	46·6	Income Trust	58·0	61·7
102·1	77·8	Intnl. Trust	95·9	*102·1
34·4	24·1	Japanese Tech	30·9	33·0
41·9	30·0	Natural Resources T	32·5	34·4
143·5	99·5	Security Trust	134·8	143·3
59·5	37·6	Smaller Comp' Trust	53·2	[illegible]
81·9	61·6	Special Sits. Fd.	76·8	81·5
		KEY FUND MANAGERS		
176·0	116·5	Key Equity & Gen.	162·6	174·6
61·6	57·7	Key Fixed Int. Fd.	63·1	61·6
161·0	123·7	Key Income Fund	151·1	160·4
		KLEINWORT BENSON UNIT MNGRS.		
157·0	136·5	K.B. Fd. Inc. Tst	151·6	[illegible]
103·5	77·6	K.B. High Yield	94·8	100·5
[illegible]	172·6	K.B. UK Eq Grth In	210·0	229·8
73·7	55·0	K.B. Intl Rec'd Inc	69·5	73·7
130·2	101·2	K.B. Smaller Co's	113·4	120·2
59·8	41·7	K.B. WldTech Inc	43·9	47·0
		LAWSON FUND MANAGERS		
10·8	7·3	Australian & Pacific	8·0	8·8
24·3	21·9	High Yield	21·0	23·0
17·5	13·3	Penny Share	15·5	15·5
		LEGAL & GENERAL TST. MNGRS.		
221·4	171·1	Equity Trust	209·7	221·3
339·1	258·0	Equity Accum	316·0	338·0
72·6	65·3	Gilt	65·0	[illegible]
66·6	51·0	Intnl Managed	62·2	*65·2
		LLOYDS BANK UNIT TST. MNGRS.		
[illegible]	117·2	Balanced	181·1	[illegible]
255·0	194·0	Accum	241·1	255·0
59·8	49·0	Energy Internat'nal	51·9	51·7
64·5	51·3	Energy Intnl Acc	51·8	58·3
171·6	93·2	Extra Income	170·0	[illegible]
159·7	151·7	Accum	155·7	[illegible]
204·0	155·0	Income	193·8	204·0
281·7	279·0	Accum	256·9	281·7
178·8	138·1	Intnl. Tech. Unit Tst	166·9	178·5
185·3	152·0	Intnl.Tech.Unit Tst Ac	176·0	185·0
100·4	77·8	Nth. Amer & Gen.	93·7	100·4
106·7	77·8	Nth. Amer & Gen Acc	99·5	106·7
106·7	77·0	Pacific Basin Inc.	100·7	106·7
109·9	77·9	Pacific Basin Acc	102·8	109·9
[illegible]	113·7	Small Co's & Recvy	[illegible]	[illegible]
151·1	117·1	Small Co's & Rec Acc	142·5	[illegible]
167·0	126·5	Worldwide Growth	151·5	163·0
[illegible]	174·2	Accum	210·0	[illegible]

1984-5+ High	Low	Name	Bid	Offer
		MLA UNIT TRUST MANAGEMENT		
280·8	201·9	MLA Units	260·3	*275·9
41·9	30·0	MLA International	39·5	41·8
		MANULIFE MANAGEMENT LIMITED		
97·9	82·6	Gilt & Fix. Interest	88·8	90·6
60·9	35·8	Growth	57·3	60·9
92·7	70·5	Int. Growth Unit Ts.	87·2	92·7
		MARLBOROUGH COURT FUND MANAGERS LTD.		
122·5	94·5	Equity Inc	115·0	122·5
129·0	101·0	International	121·0	129·0
		McANALLY FUND MNGMENT LTD		
45·1	35·3	Delphi Income Inc	42·3	45·1
78·9	60·5	Delphi Income Acc	74·1	78·9
131·9	103·5	Glen Fund Inc	123·9	131·9
212·8	165·5	Glen Fund Acc	200·0	212·8
		MENCAP UNIT TRUST MANAGERS		
106·2	80·8	Mencap	99·7	*106·0
		MERCURY FUND MANAGERS		
85·7	57·5	American Growth	78·7	85·7
182·7	151·6	Mercury Gen. Dist.	170·5	181·3
289·0	208·7	Mercury Gen. Acc.	269·7	289·8
83·9	73·3	Mercury Gilt Fd.	78·7	79·4
201·4	144·6	Mercury Intnl. Dist.	189·4	201·4
246·4	175·3	Mercury Intnl. Acc.	231·1	246·4
97·8	68·5	Merc. Jap. Fnd. Dst.	91·4	97·2
131·7	100·5	Mercury Recovery	123·6	131·5
		MIDLAND BANK GP. UNIT TST. MNGRS.		
69·1	47·9	Capital	64·3	68·5
91·1	54·6	Capital Accum	84·7	90·3
147·2	111·4	Commod. & General	126·8	135·2
198·3	153·9	Commod. & Gen.Acc	171·9	183·3
61·7	47·1	Gilt & Fixed Interest	49·8	52·0
79·8	69·7	Gilt & Fixed Int.Acc	72·6	75·8
123·4	96·5	High Yield	115·3	122·9
195·1	145·4	High Yield Accum	182·2	194·7
136·4	103·9	Income	127·2	135·6
211·2	150·8	Income Accum	196·9	210·0
176·3	126·6	Japan & Pacific	164·5	175·4
183·9	131·7	Japan & Pacific Acc	171·6	183·0
100·0	76·5	North American	93·8	100·0
117·4	89·9	North American Acc	110·1	117·4
85·4	67·4	Overseas Growth	79·2	84·4
100·6	79·6	Overseas Growth Acc	94·0	100·2
86·1	65·2	Smaller Co's Trust	70·0	*74·6
87·7	66·8	Smaller Co's Tst Acc	72·5	77·3
		MINSTER FUND MANAGERS		
97·2	91·5	Minster Fund	91·2	97·2
		MONTAGU UNIT TRUST MNGRS LTD.		
50·5	40·2	Gold & Prec. Metals	40·8	43·5
50·5	40·2	Gold & Prec. Mets Ac	41·5	44·0
64·9	45·8	Japan Performance	60·1	64·1
65·0	41·3	Japan Perform. Acc	60·2	64·2
55·5	44·2	UK Market Features	48·1	51·3
55·5	44·2	UK Mark. Feats. Ac	48·3	51·5
68·5	46·7	U.S. Special Feats	64·3	68·5
68·7	47·5	U.S. Spec. Feats Ac	64·5	68·7
57·8	50·0	U.S. Special Income	54·2	57·8
57·8	50·0	U.S. Spec. Inc. Acc	54·2	57·8
		M. & G. GROUP		
202·3	129·6	American & Gen. Fd	190·8	202·3
236·6	145·8	American & Gen Acc	215·7	228·6
234·6	160·4	American Recovery	221·3	234·6
257·3	172·5	Amer. Recov. Acc.	236·1	250·3
52·2	38·6	Amer. Smaller Co's	48·3	*52·2
105·7	77·1	Australasian & Gen.	90·6	97·9
113·4	83·0	Aust. & Gen. Accum	97·8	105·6
295·7	225·0	Charifund	292·7	295·7
698·4	490·0	Charifund Accum	691·4	698·4
205·5	175·0	Commodity & Gen.	191·9	203·4
258·8	215·7	Commod & Gen. Acc	243·7	258·3
335·1	282·1	Compound Growth	316·1	335·1
273·1	209·0	Conversion Growth	257·8	273·1
156·8	120·0	Conversion Income	147·9	156·8
302·2	220·9	Dividend Fund	285·1	302·2
839·5	588·2	Accum	792·0	839·5
114·7	87·9	European & Gen. Fd	108·3	*114·7
135·6	102·5	Accum	127·9	135·6
170·4	130·5	Extra Yield	160·8	170·1
342·7	239·8	Accum	323·3	342·7
161·4	127·5	Far Eastern & Gen	155·6	164·9
198·1	150·9	Accum	186·0	197·2
191·7	151·6	Fund of Inv. Trust	180·7	191·7
295·5	227·8	Accum	273·8	[illegible]
[illegible]	[illegible]	General Trust	413·3	[illegible]
[illegible]	[illegible]	Accum	893·5	947·1
[illegible]	[illegible]	Gilt Fund	[illegible]	58·5
[illegible]	[illegible]	Gilt Fund Acc	76·0	79·8
[illegible]	[illegible]	Gold & General Fund	40·8	*43·3
[illegible]	[illegible]	High Income	217·4	[illegible]
[illegible]	[illegible]	High Income Accum	[illegible]	[illegible]
[illegible]	[illegible]	International Growth	[illegible]	[illegible]
[illegible]	[illegible]	Intnl. Growth Acc.	[illegible]	[illegible]
[illegible]	[illegible]	Japan & General	470·4	[illegible]
[illegible]	[illegible]	Japan & General Acc	[illegible]	[illegible]
[illegible]	[illegible]	Midland & General	[illegible]	[illegible]
[illegible]	[illegible]	N.A.A.T.T.F.	—	[illegible]
[illegible]	[illegible]	Accum	—	[illegible]
[illegible]	[illegible]	Pension Exempt	[illegible]	[illegible]
[illegible]	[illegible]	Recovery Fund	[illegible]	[illegible]
[illegible]	[illegible]	Accum	[illegible]	[illegible]
[illegible]	[illegible]	Second General	[illegible]	[illegible]
[illegible]	[illegible]	Accum	[illegible]	[illegible]
[illegible]	[illegible]	Smaller Co's Fund	491·1	[illegible]
[illegible]	[illegible]	Smaller Co's Accum	[illegible]	[illegible]
[illegible]	[illegible]	Trustee Fund	[illegible]	[illegible]
		MURRAY JOHNSTONE UNIT TST.		
110·2	83·1	Murray American	103·3	110·2
114·5	87·5	Murray European	108·5	114·5
159·9	111·1	Murray Smaller Co's	145·3	155·5
		NATIONAL PROVIDENT INV.		
165·6	116·8	N.P.I. Growth	155·7	165·6
255·4	179·7	N.P.I. Growth Acc	239·0	255·1
		N.E.L. TST. MANAGERS		
64·5	50·5	Nelstar H. Income	60·7	[illegible]
		NORWICH UNION INS. GROUP		
110·19	86·7	Norwich Un Ins Gr Fd	104·8	110·05
		OPPENHEIMER FUND MANAGEMENT LTD.		
44·0	34·1	Practical Inc. Units	41·2	43·9
77·3	56·9	Practical Acc. Units	72·1	77·1
39·5	27·2	American Growth Inc	36·6	39·5
45·5	28·6	Income & Growth	39·7	42·5
92·5	71·5	International	86·3	*92·5
38·2	24·8	Japan Growth Fd	34·7	37·9
54·4	42·0	Special Situations	50·9	54·2
		PEARL TRUST MANAGERS		
98·3	[illegible]	Pearl Unit Trust	[illegible]	97·7
151·3	116·2	Pearl Unit Accum	145·3	153·5
[illegible]	[illegible]	Pearl Growth Fund	61·6	65·6
103·6	77·3	Pearl Growth Acc	97·3	103·3
90·8	61·6	Pearl Income Fund	84·5	89·7

1984-5+ High	Low	Name	Bid	Offer
		PERPETUAL UNIT TST. MNGMNT.		
63·2	45·8	American Growth F.	58·9	63·2
186·6	137·9	Growth	171·9	184·6
138·3	99·2	Income	127·7	136·8
60·6	50·0	Int. Em'g'Cos	56·5	60·6
		PROLIFIC UNIT TRUSTS		
61·3	50·0	Prolific Extra Inc	57·6	*61·3
127·7	90·5	Prolific Far Eastern	118·1	126·5
130·9	92·2	Prolific High Inc	122·3	130·1
95·9	70·3	Prolific Intnl	89·5	95·9
126·0	91·5	Prolific Nth Amer	117·6	126·0
148·9	102·4	Prolific Special Sits	138·7	147·5
137·9	107·5	Prolific Technology	128·7	137·9
		PRUDENTIAL UNIT TRST MGRS LTD		
346·4	254·0	Prudential Units	326·5	346·4
		QUILTER MANAGEMENT CO.		
338·0	257·5	Quadrant General Fd	321·1	338·0
184·7	152·8	Quadrant Income	175·4	184·7
532·1	355·5	Quadrant Intnl Fd	506·4	532·1
208·5	162·7	Quadrant Rec. Fd	195·4	205·7
141·3	119·1	Wickmoor	124·2	127·8
219·0	179·1	Wickmoor Acc	211·3	219·0
126·9	106·4	Wickmoor Dividend	122·9	127·4
218·6	173·0	Wickmoor Div. Acc.	210·9	218·6
		RELIANCE UNIT MANAGERS LTD.		
139·5	107·6	British Life	131·4	139·0
88·6	64·3	Reliance Inc	82·4	88·1
112·5	82·6	Reliance Acc	105·3	112·5
		RIDGEFIELD MANAGEMENT		
115·9	89·5	Income Trust	102·2	*108·8
249·5	184·8	International	231·2	*246·0
		ROTHSCHILD ASSET MNGMNT.		
302·5	221·2	N.C. America Inc	241·5	254·2
300·9	235·0	N.C. America Acc	251·6	270·1
342·7	243·9	N.C. Income Fund	324·5	341·5
138·4	98·5	N.C. Japan Fund	129·7	[illegible]
115·8	93·3	N.C. Smaller Co's	106·1	111·6
		ROWAN UNIT TRUST MANAGEMENT		
193·0	160·5	American	185·0	193·0
145·0	105·5	Far East	136·5	145·0
155·0	132·0	Fixed Interest Fund	145·5	146·5
129·5	112·5	High Interest Fund	116·5	*117·5
128·0	98·5	High Yield	124·5	128·0
270·0	215·0	Merlin Fund	262·0	*270·0
565·0	435·0	Securities Fund	550·0	565·0
		ROYAL LIFE FUND MNGMNT. LTD.		
50·0	37·1	Equity Trust	46·6	49·5
63·7	44·7	International Trust	59·9	63·7
		ROYAL LONDON UNIT TRUST MNGRS. LTD.		
54·4	48·9	Gilt Inc	49·7	52·4
57·8	46·2	High Inc	53·9	57·4
68·3	39·1	Income & Growth	63·2	67·3
75·6	52·9	Special Sits	68·5	74·1
		SAVE & PROSPER SECURITIES		
65·8	56·5	Amer. Inc. & Growth	61·6	65·8
92·1	69·3	Capital	85·7	*91·6
62·4	48·6	Commodity Share	55·2	58·7
62·4	49·0	Energy Industries	54·4	57·8
60·0	46·9	European Growth	56·5	60·0
43·2	35·0	Exploration Fund	35·7	37·9
68·8	52·5	Financial Securities	64·4	68·8
56·8	52·1	Gilt & Fixed Int. Inc	51·5	54·3
73·1	66·7	Gilt & Fixed Int. Gth	70·9	71·7
135·2	102·5	High Return	126·9	*135·0
120·8	90·7	High Yield	113·0	120·3
82·0	65·6	Income	76·8	81·7
72·9	56·4	Investment Trust	69·2	72·9
60·6	42·5	Japan Growth	56·2	59·7
90·9	62·5	Japan Smaller Co's	81·8	[illegible]
116·5	83·7	New Technology Fd.	109·5	*116·2
96·7	75·6	Scottish	90·4	*96·6
126·5	105·3	Scotshares	118·7	126·2
117·3	83·9	Scotyields	106·8	113·6
68·8	48·7	Select Intnl	61·0	[illegible]
119·7	89·4	Smaller Co's Inc. Fd	112·5	119·6
106·1	79·8	S.E. Asia Growth	98·4	104·6
77·0	58·4	Special Sits. Fund	71·4	76·3
143·4	103·6	U.K. Equity	133·4	142·6
74·2	58·3	Universal Growth	69·9	73·6
68·0	40·8	U.S. Growth	64·0	68·0
		SCHRODER UNIT TRUST MNGRS LTD		
118·1	91·1	American Income	110·3	118·2
119·1	91·6	American Acc.	111·6	119·1
81·1	59·1	Australian Income	68·6	73·1
85·2	59·1	Australian Acc.	72·4	77·1
71·1	58·1	European	63·0	67·1
67·9	53·6	European Acc	63·8	67·9
77·0	50·1	Gilt & Fixed Int. Inc	52·0	54·8
69·8	56·1	Gilt & Fixed Int. Acc	65·3	[illegible]
[illegible]	[illegible]	Income Inc	[illegible]	[illegible]
[illegible]	[illegible]	Income Acc	[illegible]	[illegible]
[illegible]	[illegible]	International Fd	[illegible]	[illegible]
[illegible]	[illegible]	International Acc	[illegible]	[illegible]
[illegible]	[illegible]	Japan Smaller Co's	65·0	[illegible]
[illegible]	[illegible]	Singapore & Malaysia Inc	[illegible]	[illegible]
[illegible]	[illegible]	Smaller Co's Income	102·8	[illegible]
[illegible]	[illegible]	Special Sits Inc	[illegible]	[illegible]
[illegible]	[illegible]	Recovery Income	[illegible]	[illegible]
[illegible]	[illegible]	U.K. Equity	[illegible]	[illegible]
[illegible]	[illegible]	U.K. Equity Acc	[illegible]	[illegible]
		SCOTTISH EQUITABLE FUND MNGRS.		
131·5	105·1	Income	123·5	131·5
167·8	131·1	Accum	156·5	167·8
		SCOTTISH UNIT MANAGERS LTD.		
36·3	[illegible]	Scottish Income Fd	33·3	36·2
35·1	24·2	Scot. Nth. Amer. Fd	31·1	33·3
40·7	[illegible]	Scottish Pacific Fd	37·4	40·1
35·1	[illegible]	Scot. WorldGrth. Fd	33·9	35·1
		STEWART UNIT TST MNGRS.		
198·2	[illegible]	American Fund	[illegible]	195·2
[illegible]	[illegible]	Australian Fund	[illegible]	[illegible]
463·2	[illegible]	British Capital Fund	[illegible]	[illegible]
[illegible]	[illegible]	European Fund	[illegible]	[illegible]
[illegible]	[illegible]	Japan Fund	[illegible]	[illegible]
		SUN ALLIANCE FUND MNGMNT.		
336·2	219·9	Equity Trust	315·1	336·1
58·1	50·0	Far East Unit Trust	54·7	58·1
57·4	49·1	N. America Unit Tst	54·0	57·4
		3i & TARGET FUND MNGRS LTD.		
65·5	[illegible]	[illegible]	[illegible]	[illegible]
		TEMPLE BAR UNIT TRUST MNGRS.		
[illegible]	[illegible]	Gilt Trust	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	North American	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	St. Vincent Gth Fd	70·6	[illegible]

1984-5+ High	Low	Name	Bid	Offer
		TARGET TRUST MANAGERS		
80·2	60·2	American Eagle	75·0	*80·2
57·4	28·9	Australian Fund	50·9	*53·0
121·6	95·5	Commodity Fund	97·4	104·7
64·7	45·3	Energy	45·2	*49·4
105·5	74·3	Equity Fund	98·0	104·5
621·1	456·3	Equity Exempt	582·3	621·1
211·17	207·5	Equity Exempt Acc.	210·47	211·17
97·0	80·0	Extra Income	90·1	96·4
205·0	150·4	Financial Fund	192·0	204·0
220·6	156·6	Gilts Capital Fund	201·2	219·7
113·2	101·1	Gilt Income	100·3	105·0
99·1	63·8	Gold Fund	64·3	68·6
173·8	114·2	Gold Fund Acc	114·8	122·5
60·4	44·5	Income Fund	55·9	59·8
54·1	39·4	Japan Fund	49·8	53·1
55·9	28·0	Malaysia&Singapore	29·6	31·6
86·0	50·9	Pacific Fund	72·2	77·2
94·6	60·7	Pacific Re-invest	87·5	93·6
16·6	14·9	Preference Fund	14·9	16·8
464·4	336·3	Professional Fund	432·5	461·3
85·5	61·5	Target Spec. Sits	79·5	85·0
56·6	41·4	Technology	48·7	*52·1
53·6	44·6	U.K. Special Bond	50·1	53·6
120·6	98·1	Worldwide Cap. Fd	112·4	119·8
		TOUCHE, REMNANT UNIT TRUST MAGMNT. LTD.		
28·6	22·0	TR Amer. Grwth Fd.	26·5	28·6
31·9	25·0	TR Global Technlgy	29·9	31·9
45·8	33·0	TR Income Gth. Fd.	42·4	*45·8
40·3	36·1	TR Inc. Monthly Fd	37·6	40·3
41·1	30·7	TR Overseas Gth Fd	38·6	*41·1
37·4	25·0	TR SmallerCom. Fd	35·5	37·3
35·4	25·4	TR Special Opps. Fd	33·2	*35·4
		TRANSATLANTIC & GEN. SEC.		
378·6	283·8	Coleneo	361·2	378·6
598·0	438·7	Accum	570·5	598·0
215·3	159·7	FieldingAsia&Gen Fd	195·2	215·3
228·7	176·5	FieldingAsia&Gen Ac	206·9	228·7
184·7	145·5	Fielding Fund	172·0	184·7
197·6	151·8	Fielding Acc	184·0	197·6
130·2	107·0	Fielding Income	121·6	130·2
145·0	95·8	S & W American	137·7	145·0
		T.S.B. UNIT TRUST		
107·7	76·6	T.S.B. American	101·2	107·7
92·1	72·6	T.S.B. Extra Inc	86·4	92·0
129·6	99·9	T.S.B. General Inc.	120·4	*128·1
205·2	147·8	T.S.B. General Acc	190·7	202·9
51·0	41·6	T.S.B. Gilt & Fix Int	44·9	*46·8
167·6	134·2	T.S.B. Income	156·8	166·9
254·4	194·0	T.S.B. Intnl. (Scot)	239·1	254·4
306·8	232·4	T.S.B. Int.Ac.(Scot)	288·3	306·8
129·8	91·2	T.S.B. Pacific Inc	121·0	128·4
53·1	37·6	T.S.B. Select.Op.Ac.	49·6	52·8
		TYNDALL MANAGERS LTD.		
90·0	61·5	Australian Sec. Fund	71·3	76·3
287·0	224·2	Capital Fund	267·6	283·8
491·0	372·8	Accum	458·2	485·8
230·0	189·2	Exempt Fund	214·6	228·6
484·4	397·2	Accum	452·0	481·4
149·5	114·6	Far Eastern	139·3	149·5
40·0	32·4	Fin. & Property	37·4	39·9
59·7	51·6	Fin. & Property Acc	55·9	59·8
115·0	106·4	Gilt Capital Trust	109·0	113·3
113·0	100·6	Gilt Income	101·5	*105·4
45·5	33·8	High Yield	39·9	42·5
85·8	64·1	High Yield Acc	80·5	85·8
181·2	143·6	Income Fund	170·3	180·6
522·0	393·2	Accum	491·2	520·8
139·2	108·4	Intnl. Earnings Fd	130·6	139·2
196·4	146·6	Accum	185·0	196·4
67·1	53·3	Internat. Gwth. Fnd	62·1	66·6
79·5	60·6	JapanGwth.Fd.Acc.	74·1	79·5
241·4	177·6	Natural Resources	202·1	215·4
337·6	248·6	Accum	283·1	302·4
120·5	95·0	N. American Gth.	112·7	*120·3
136·8	[illegible]	N. Amer. Gth. Acc	127·4	136·8
115·6	101·0	Preference Fund	100·0	108·8
255·4	220·0	Pref. Accum	238·2	*248·4
317·2	251·6	Scottish Income	298·8	*317·2
147·9	122·1	Smaller Companies	138·8	147·9
191·3	151·1	Smaller Comp. Acc	179·6	191·3
83·7	68·9	Special Situations	77·6	82·7
		WARDLEY UNIT TRUST MNGRS LTD		
73·9	52·3	American Tst.	68·7	73·9
44·8	33·3	Australia	41·5	*44·7
76·1	53·8	Far East & Gen.	71·5	76·1
63·8	44·0	Income Tst.	59·1	63·6
77·3	51·1	Japan Grth	71·9	77·3
61·6	42·3	Nat. Resources	51·8	*55·2
114·6	82·8	Smaller Company's	106·5	114·6
41·5	30·4	Technology	38·8	41·5
104·6	71·5	U.K. Trust	97·0	103·2
		UNIT TRUST ACCOUNT & MNGMT.		
109·2	76·5	Friars House Fd.	102·6	*109·2
		WIELER (ANTHONY) & CO.		
64·2	50·3	Wieler Growth Fund	59·7	64·2
67·0	58·0	Accum	62·9	67·0

INSURANCE, PROPERTY, BONDS, ETC.

1984-5+ High	Low	Name	Bid	Offer
		ABBEY LIFE ASSURANCE CO.		
87·8	[illegible]	Equity Series 1	82·9	87·3
[illegible]	[illegible]	Property Series 1	211·1	225·5
93·9	71·2	Equity Accum Ser. 2	[illegible]	93·5
[illegible]	[illegible]	Property Acc. Ser. 3	[illegible]	293·8
[illegible]	[illegible]	Security Acc. Ser. 2	[illegible]	217·8
[illegible]	[illegible]	American Series 4	[illegible]	233·2
[illegible]	[illegible]	Equity Series 4	[illegible]	56·1
[illegible]	[illegible]	Fixed Interest Ser. 4	[illegible]	[illegible]
[illegible]	[illegible]	Gilt Income Ser. 4	[illegible]	[illegible]
[illegible]	[illegible]	Indexed Inv. Ser. 4	[illegible]	[illegible]
[illegible]	[illegible]	Managed Series 4	[illegible]	[illegible]
[illegible]	[illegible]	Money Series	[illegible]	[illegible]
[illegible]	[illegible]	Property Series 4	[illegible]	[illegible]
[illegible]	[illegible]	Pensions Equity	[illegible]	[illegible]
[illegible]	[illegible]	Pensions Fixed Int.	[illegible]	[illegible]
[illegible]	[illegible]	Pens. Indexed Inv.	[illegible]	[illegible]
[illegible]	[illegible]	Pensions Managed	[illegible]	[illegible]
[illegible]	[illegible]	Pensions Property	[illegible]	[illegible]
[illegible]	[illegible]	Pensions Security	[illegible]	[illegible]
[illegible]	[illegible]	Pensions Select	[illegible]	[illegible]
		ALBANY LIFE ASSURANCE CO.		
[illegible]	[illegible]	Equity Fund Acc	[illegible]	[illegible]
[illegible]	[illegible]	Equity Pen Acc	[illegible]	[illegible]
[illegible]	[illegible]	Fixed Int. Acc	[illegible]	[illegible]
[illegible]	[illegible]	Fixed Int. Pen Acc	[illegible]	[illegible]
[illegible]	[illegible]	Intnl. Man. Acc	[illegible]	[illegible]
[illegible]	[illegible]	Intnl. Man. Pen Acc	[illegible]	[illegible]
[illegible]	[illegible]	Japan Fund Acc	[illegible]	[illegible]
[illegible]	[illegible]	Japan Fund Pen	[illegible]	[illegible]
[illegible]	[illegible]	Mlt. Inv. Acc.	[illegible]	[illegible]
[illegible]	[illegible]	Mlt. Inv. Pen Acc	[illegible]	[illegible]
[illegible]	[illegible]	Nth. Amer. Acc	[illegible]	[illegible]
[illegible]	[illegible]	Nth. Amer. Pen. Acc	[illegible]	[illegible]
[illegible]	[illegible]	Prop. Pension Acc	[illegible]	[illegible]

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UNIT TRUST PRICES

ARBUTHNOT SECURITIES (C.I.)

1984-5 High	Low	Name	Bid	Offer
80·2	76·9	Government Secs T.	74·5	78·1

BARCLAYS LIFE ASSURANCE CO.

162·2	118·1	America Accum.	154·5	162·2
160·4	128·5	Australia Accum.	143·7	151·3
293·7	243·0	Barclay Bond	279·0	293·7
334·8	254·7	Equity Acc.	318·1	334·9
183·7	168·6	Gilt-Edged Acc.	175·1	184·4
224·4	166·4	International Acc.	207·4	218·4
230·8	197·9	Managed Acc.	218·2	230·6
164·9	155·6	Money Acc.	156·6	164·9
212·6	197·2	Property Acc.	202·1	212·8
178·1	121·0	Income Acc.	167·2	176·1
183·3	124·0	Financial Acc.	155·1	163·3
240·3	184·6	"500" Acc.	152·2	160·3
[illegible]	239·4	Gilt-Edged Pen. Acc.	232·6	244·9
[illegible]	180·1	Greater Pacific Acc.	205·0	216·8
[illegible]	263·5	Managed Pen. Acc.	309·4	325·6
[illegible]	206·4	Money Pen. Acc.	211·6	222·8

BARCLAYS UNICORN INTNL (I.O.M.)

86·6	74·9	Uni-Australian	81·4	86·6
61·9	56·3	Uni-Aust. Mineral	60·9	64·8
225·3	174·5	Uni-Pacific	212·2	225·8
99·8	74·2	Uni-International	93·8	99·8

BRITANNIC UNIT LINKED ASSURANCE LTD.

177·8	156·8	Britannic Man. Fund	168·1	177·0
112·8	107·1	Britannic Prop. Fd.	105·8	111·5

CANNON ASSURANCE

648·80	539·20	Equity Unit	—	648·80
678·1	527·0	Equity Acc.	—	678·1
486·1	358·4	Managed Acc.	—	486·1
118·85	117·52	Property Unit	118·96	—
[illegible]	[illegible]	Bal. Bond Exec. Unit	126·89	128·48
133·12	125·95	Equity Bond Exec.	131·30	133·12
[illegible]	[illegible]	Prop. Bond Exec.	124·63	126·28
214·8	166·6	Sec. American Acc.	203·0	214·8
255·3	210·2	Sec. Equity Acc.	211·3	255·3
131·0	100·0	Sec. Far East Acc.	123·9	131·0
165·0	148·5	Sec. Gilt Acc.	150·0	158·7
216·0	167·0	Sec. High Inc. Acc.	204·1	215·0
189·4	152·2	Sec. Intnl. Mon. Acc.	158·9	168·2
204·9	173·5	Sec. Managed Acc.	194·6	204·9
198·2	180·0	Sec. Property Acc.	187·5	198·2
325·1	325·4	Sec. Am. Pens. Acc.	307·2	325·1
379·5	286·4	Sec. Eqty. Pens. Acc.	359·6	379·5
134·9	101·0	Sec. Far E. Pens. Acc.	127·5	134·9
236·6	177·4	Sec High Inc Pens Ac	223·6	236·6
218·5	165·6	Sec Intl Mon Pens Ac	206·5	218·5
278·5	231·1	Sec. Man. Pens. Acc.	261·3	275·5
263·7	226·2	Sec. Prop. Pens. Acc.	249·2	263·7
91·5	78·0	L. & E.S.I.F.	86·5	91·5
60·5	55·0	L. & E.S.I.F. (2)	57·0	60·5

CHIEFTAIN ASSURANCE

217·4	158·1	American	182·9	192·6
121·3	108·5	Basic Resources	115·0	121·0
250·1	180·1	Far Eastern	236·6	249·1
148·5	118·6	High Income	127·4	134·1
165·3	127·2	Income & Growth	156·0	164·2
163·6	128·5	International	154·4	162·5
227·2	172·0	Managed Growth	206·0	216·8
109·5	91·7	Managed Income	102·3	107·7

CITY OF WESTMINSTER ASSURANCE

1984-5 High	Low	Name	Bid	Offer
173·7	131·7	Equity Fund	165·0	173·7
132·0	112·5	Gilt Fund	121·3	128·8
127·9	110·3	Nat. Resources Fd.	121·5	127·9

above prices for policies issued after 1.11.1980

COMMERCIAL UNION GROUP

125·4	111·8	Fixed Interest	114·5	121·0
163·9	130·6	International Equity	156·7	163·9
184·6	158·3	Managed	175·0	184·3
188·5	138·3	U.K. Equity	179·0	188·5

CONTINENTAL LIFE INSURANCE

211·5	174·5	Life Man. Fund Acc.	200·8	211·5
226·9	174·9	Pen. Man. Fund Acc.	215·5	226·9

CORNHILL INSURANCE

189·5	155·0	Equity Fund	179·0	189·5
145·0	131·0	Fixed Interest Fund	134·5	142·0
414·5	356·0	Managed Fund	393·5	414·5
132·5	124·0	Money Fund	125·5	132·5

CRITERION ASSURANCE GROUP

122·7	103·0	Criterion Man. Fd.	116·5	122·7
37·0	29·9	Pens. Man. Cap.	35·1	37·0
40·3	32·7	Pens. Man. Acc.	38·3	40·3
—	—	Pens. Guar. Dep. Cap	—	—
29·8	27·4	Pens. Guar. Dep. Acc	28·4	29·9

CROWN LIFE ASSURANCE

183·0	152·4	Dist. Fund Income	173·4	182·5
290·1	214·7	Equity Fund Acc.	273·7	288·1
201·5	178·8	Fixed Int. Fd. Acc.	184·5	194·2
252·6	196·8	Intnl. Fund Acc.	244·6	257·4
312·0	243·9	Inv. Tst. Fd. Acc.	295·6	311·3
257·8	211·3	Managed Fund Acc.	244·2	257·0
161·7	150·9	Money Fund Acc.	153·7	161·7
166·8	149·6	Property Fund Acc.	158·5	166·8

EAGLE STAR INS. MIDLAND ASS'CE

134·4	108·4	Eagle/Midland	127·3	133·8

EQUITY & LAW LIFE ASS'CE

212·0	190·5	Fixed Interest Fund	196·3	206·6
164·5	155·4	Gntd. Deposit Fund	156·3	164·5
288·9	242·4	Mixed Fund	272·6	286·9
242·9	222·7	Property Fund	230·8	242·9
354·7	278·6	U.K. Equities Fund	337·0	354·7

FRIENDS PROVIDENT LINKED LIFE

114·9	101·2	Fixed Interest Acc.	105·4	111·0
129·2	103·5	Mixed Acc.	122·2	128·7
130·5	101·5	Overseas Equity Acc	123·6	130·1
118·7	104·3	Property Acc.	112·7	118·7
149·0	112·2	U.K. Equity Acc.	140·1	147·5

G R E LINKED LIFE ASSURANCE LTD

155·6	144·8	Deposit Acc.	145·9	155·6
422·6	315·8	Equity Acc.	395·6	416·4
250·8	216·9	Fixed Interest Acc.	225·7	237·6
106·0	93·2	Index-Linked Gilt Ac	99·0	104·2
331·5	259·2	International Acc.	314·9	331·6
281·2	219·7	Managed Initial	263·6	277·4
321·2	249·0	Managed Acc.	301·1	316·9
135·9	96·4	North Amer. Acc.	129·1	135·9
141·4	103·5	Pacific Acc.	133·6	140·7
148·8	145·4	Property Acc.	140·8	148·2

G.T. MANAGEMENT (U.K.) LIMITED LONDON AGENTS

1984-5 High	Low	Name	Bid	Offer
80·87	77·57	Anchor Intnl.	80·14	80·15

GRESHAM UNIT ASSURANCE LTD

379·5	286·8	Managed Fund	360·2	380·5
315·9	225·2	Equity Fund	298·0	313·9
133·5	117·3	Fixed Int. Fd.	120·0	126·5
173·9	164·8	Money Fund	165·8	173·9
195·0	183·0	Property Fd.	185·1	195·0
276·2	226·2	Fram. American	262·5	276·6
308·0	215·1	Fram. Capital	293·5	309·0
281·4	202·7	Fram. Income	267·0	281·4
365·6	285·3	Fram. Int. Growth	346·6	364·1
201·5	158·0	Fram. Recovery Tst.	191·0	201·5

HEARTS OF OAK BENEFIT SOCIETY

153·8	136·0	Managed Fund	143·0	150·8

HAMBRO LIFE ASSURANCE

317·8	229·0	H. Amer. Equity Fd.	301·9	317·8
164·5	125·8	H. American Man.	156·0	164·3
120·4	107·0	H. American Prop.	114·3	120·4
521·9	417·6	Hambro Equity	496·8	523·0
209·1	197·1	H. Fixed Int. Dep.	198·5	209·1
240·5	217·6	H. Gilt Edge	222·5	234·1
277·2	229·9	H. Managed Cap.	263·5	277·2
436·1	370·4	H. Managed Accum.	413·5	435·1
348·0	271·9	H. O'sea Earnings Acc	330·4	347·8
315·8	293·0	H. Property	300·0	315·8
135·8	94·3	H. Pen. Am. Eq. Acc	129·0	135·8
1040·41	771·7	H. Pen. Equity Acc.	988·5	1040·41
133·6	99·0	H. Pen Far East Acc	126·9	133·6
354·9	325·9	H. Pen. F. I. Acc.	318·2	334·9
334·1	295·5	H. Pen G. Edged Acc	307·1	323·3
992·3	704·7	H. Pen. Man. Acc.	940·0	989·5
110·7	100·0	H. Pen. M'orts. Acc.	105·7	110·7
629·5	572·3	H. Pen. Prop. Acc.	598·0	629·5

HENDERSON ADMINISTRATION

250·7	195·1	Far East	238·1	250·7
238·1	188·7	Managed	226·1	238·1
270·0	197·2	North American	256·5	270·0
224·9	181·7	Special Situations	212·8	224·0

HILL SAMUEL LIFE ASSURANCE

390·8	330·6	Managed Units	371·2	390·8
225·8	180·8	Man. Series A	213·9	225·2
173·8	149·8	Man. Series C	165·1	173·8
204·9	192·7	Money Units	194·6	204·9
161·0	152·0	Money Series A	152·9	161·0
256·2	186·5	Equity Series A	243·8	256·2
191·4	157·5	Fixed Int. Series A	170·8	180·0

HODGE LIFE ASSURANCE CO.

219·5	185·5	Hodge Bonds	207·5	218·5
196·2	170·1	Takeover Fund	185·5	195·2

IMPERIAL LIFE ASSURANCE

208·2	167·6	Growth Fund	195·6	206·2
211·3	173·1	Pension Managed Fd	199·4	210·3
324·2	248·5	Equity Fund	317·5	334·2
203·2	178·5	Fixed Int. Fd.	183·2	192·8
205·9	172·8	Managed Fund	192·6	205·0
163·8	145·2	Property Fund	155·6	163·8

IRISH LIFE ASSURANCE

255·3	189·3	Global Fund	224·5	236·3
495·5	427·0	Managed Fund	471·7	496·5

LEGAL & GENERAL (UNIT ASS'CE.)

1984-5 High	Low	Name	Bid	Offer
128·4	125·2	Cash Initial	121·9	128·4
161·8	157·4	Cash Accum.	153·7	161·8
365·1	276·4	Equity Initial	347·5	365·8
485·5	356·6	Equity Accum.	438·2	461·3
235·0	208·7	Fixed Initial	214·3	225·6
285·5	260·4	Fixed Accum.	270·3	284·6
227·9	181·2	Intnl. Initial	216·5	227·9
283·0	221·4	Intnl. Acc.	268·6	283·0
283·6	228·1	Managed Initial	268·5	282·8
357·7	285·3	Managed Accum.	338·6	356·7
153·9	144·7	Property Initial	146·2	153·9
194·1	176·8	Property Accum.	184·3	194·1

LIBERTY LIFE ASSURANCE

57·6	52·0	Global Growth Fund	54·8	57·6
50·6	45·5	Key Fund	48·1	50·6
28·0	24·4	Sel. Sec. A	26·5	28·0
27·0	23·8	Select Security Fund	25·6	27·0
127·0	106·2	Superbond Fund	118·1	127·0
23·8	19·3	Blue Chip Fund	22·6	23·8
20·8	18·8	Fixed Yield Fund	19·6	20·7
16·8	15·8	Guaranteed Men. Fd	15·9	16·8
21·8	18·2	Managed Fund	20·7	21·8

LLOYD'S LIFE ASSURANCE

211·5	197·8	Opt. 5 Dep. 'A' Fd	201·9	211·5
391·3	303·0	Opt. 5 Equity 'A' Fd	371·7	391·3
289·8	261·2	Opt. 5 H. Yld. 'A' Fd	265·6	279·6
361·4	311·2	Opt. 5 Man. 'A' Fd	343·0	361·1
276·1	251·1	Opt. 5 Prop. 'A' Fd.	262·2	276·0
117·0	100·3	High Inc. Tst. Fd.	111·1	117·0

LONDON & INDEMNITY & GENERAL INSURANCE

76·3	67·5	Money Manager	71·8	76·3
65·0	56·5	Money Man. Flexible	61·7	65·0

LONDON LIFE LINKED ASSURANCE LIMITED

315·3	256·2	Equity	—	313·3
181·1	167·1	Fixed Interest	—	177·1
138·2	109·0	International	—	136·2
236·8	199·6	Mixed	—	236·8
197·5	172·8	Property	—	197·5

LONDON LIFE MANAGED FUNDS LTD.

237·8	171·5	Equity (P)	—	237·8
197·6	172·2	Fixed Interest (P)	—	191·1
132·2	126·8	Indexed Stock (P)	—	130·0
133·6	104·5	International (P)	—	133·6
180·1	159·6	Mixed (P)	—	180·1
145·2	138·2	Property (P)	—	145·2

LONDON & MANCHESTER GROUP

548·5	404·1	Capital Growth Fd.	—	544·2
233·6	185·4	Flexible Fund	—	233·6
154·8	147·2	Guaranteed Dep. Fd.	—	154·8
403·4	311·8	Invest. Trust Fund	—	402·8
204·0	156·6	Money Maker Fund	—	204·0
131·9	128·1	Property Fund	—	131·6

MANUFACTURERS' LIFE INS. CO.

132·2	100·5	Investment	125·8	131·1
174·2	160·9	Deposit	165·5	171·2
314·3	234·9	Equity	298·6	314·2
306·5	298·6	Gilt-Edged	278·5	293·2
284·3	206·8	International	251·1	264·3
283·4	251·1	Managed	278·7	293·4
229·5	197·1	Property	218·1	229·6

MERCHANT INVESTORS ASSURANCE

301·8	190·5	Conv. Deposit Bond	—	301·8
138·1	108·6	Equity Bond	—	138·1
216·9	187·3	Managed Bond	—	216·9
264·8	235·1	Money Market Bond	—	299·9
292·3	277·5	Property Bond	—	292·3
249·9	206·2	Intnl. Equity	—	249·0
251·0	194·6	Intnl. Managed	—	251·0
129·7	108·6	North America	—	129·7

M. & G. GROUP

186·0	104·8	America Bond	176·0	184·9
238·8	178·7	American Recovery	227·0	238·4
138·9	101·3	Austra-asian	118·8	124·9
152·8	131·1	Commodity	144·8	152·8
201·5	193·2	Conven. Deposit Bd	191·6	201·5
183·2	149·4	Equity Bonds	174·3	183·9
410·2	324·2	Equity Accum.	390·6	410·2
217·3	182·6	Extra Yield Bonds	206·9	217·3
530·8	444·9	Family Bnds (1964-86)	529·1	—
141·7	110·8	Far Eastern	133·0	139·7
211·4	181·9	Gilt Bond	192·6	202·3
173·4	111·8	High Yield Bond	165·1	173·4
289·7	234·1	International Bonds	275·2	289·1
146·9	96·7	Japan Bonds	139·4	146·5
339·8	287·5	Managed Bonds	323·3	339·6
119·1	91·2	Mirror Bonds	119·1	—
913·7	682·5	Pers. Pension	—	913·7
365·2	338·1	Property Fund	352·5	365·2
188·1	143·4	Recovery Bond	178·0	188·0

N E L PENSIONS LTD.

375·7	293·5	Nelex Equity Accum.	357·0	375·7

NEW ZEALAND INSURANCE Plc.

390·5	332·8	Kiwi Key Inv. Plan.	370·8	390·5
281·9	214·9	American	265·6	279·6
159·9	149·2	Deposit	150·0	157·9
187·8	174·9	Gilt	—	177·0
170·1	151·4	High Inc. Eqy. Dist.	161·6	170·1
116·5	100·9	High Inc. Fix Int Dis	101·4	106·7
411·8	325·2	Pacific	391·2	411·8
179·5	151·0	Property	153·1	161·1
182·5	143·0	U.K. Equity	173·4	182·5

NORWICH UNION INS. GROUP

183·6	172·8	Norwich Deposit Fd.	174·5	183·6
1010·29	836·8	Norwich Equity Fd.	978·2	1010·29
307·2	271·1	Norwich Fix. Int. Fd.	279·4	294·1
151·5	477·8	Norwich Managed Fd	142·7	150·2
279·8	256·2	Norwich Property Fd	265·8	279·8

PHOENIX ASSURANCE CO.

291·6	244·2	Wealth Assured Bds.	276·9	291·6

PROPERTY EQUITY AND LIFE ASS. CO.

140·2	107·4	R.S. Equity Bond	—	140·2
265·8	221·6	R.S. Flex. Mon. Bd.	—	260·4
132·9	109·7	R.S. Managed Bond	—	132·9
109·8	102·5	Int. Manad. Cur. Fd.	—	109·8

PROPERTY GROWTH ASSURANCE

556·5	404·7	Equity Fund	551·3	561·3
545·3	399·5	Equity Fund (A)	540·1	540·1
209·9	185·9	Gilt Edged Fund	199·9	199·9
206·9	185·9	Gilt Edged Fund (A)	199·9	199·9
297·6	235·6	Intnl. Fund	297·6	297·6
297·6	235·6	Intnl. Fund (A)	297·6	297·6
160·2	134·7	Investment Fund	160·0	160·0
156·8	131·5	Investment Fd. (A)	156·6	156·6
257·0	219·0	Money Fund	257·0	257·0
232·0	215·0	Money Fund (A)	232·0	232·0

PROVIDENT LIFE ASSOC. OF LONDON LTD.

1984-5 High	Low	Name	Bid	Offer
625·0	492·0	Plus Units	613·5	625·0

PROVIDENCE CAP. LIFE ASS'CE

157·2	112·6	Equity Acc.	150·0	157·2
100·1	87·6	Fixed Int. Acc.	95·6	99·0
98·7	78·4	Intnl. Acc.	93·6	98·7
111·1	94·9	Managed Acc.	105·4	111·1
139·3	120·4	Property Acc.	131·6	139·2
86·5	68·5	Special Market Fund	82·0	86·5

PROVINCIAL LIFE ASS'CE

261·1	156·3	High Income	248·6	259·9
206·0	155·4	International	195·4	205·6
360·8	290·1	Managed	341·7	360·1
251·4	180·6	North American	229·0	241·4
264·9	208·0	Technology	246·4	259·7

PRUDENTIAL ASSURANCE CO. LTD.

147·5	124·0	Prufund Managed F.	141·4	147·5

PRUDENTIAL PENSIONS LTD.

179·81	158·89	Equity Fund	177·42	179·81
646·80	539·59	Fixed Interest Fund	643·82	644·40
114·65	110·65	International Fund	114·21	114·65
158·91	155·22	Property Fund	157·24	158·91
113·15	111·84	Cash	113·15	113·15
182·3	154·1	Managed	[illegible]	192·3
138·1	119·8	Cash Fund	126·8	133·1

REFUGE INVESTMENTS LTD.

182·0	150·1	Managed	172·9	182·0
144·4	131·6	Property	137·1	144·4

RELIANCE MUTUAL INSURANCE

177·6	141·8	Equity Fund	168·7	177·6
166·8	140·2	Managed Fd.	157·9	166·2

ROWAN UNIT TRUST MANAGEMENT

375·4	340·5	Rowan Bond	340·4	357·3

ROYAL INSURANCE GROUP

428·9	348·6	Royal Shield	404·5	425·8

ROYAL LONDON MUTUAL INS. SOC. LTD.

207·6	170·5	R.L. Mixed Fund	197·1	207·6

SAVE & PROSPER GROUP

315·6	265·9	Balanced Invest.	298·2	315·6
205·9	187·8	Deposit Fund	195·5	205·9
73·5	59·7	Equity Pension Fd.	66·7	73·5
253·5	224·3	Gilt Fund	235·5	236·1
100·6	78·8	Global Equity Fund	95·0	100·6
80·0	65·8	Global Pension	73·6	80·0
68·8	52·0	Managed Pension Fd	65·0	68·8
305·6	289·5	Property Fund	289·7	305·6
60·0	55·7	Property Pension Fd	55·8	60·1

SCOTTISH AMICABLE INVESTMENTS

128·2	120·8	Cash	121·7	128·2
242·6	185·8	Equity	226·9	238·9
168·9	145·5	Fixed Interest	152·2	160·3
205·4	168·4	International	195·1	205·4
198·5	166·4	Managed	187·3	197·2
136·7	118·6	Property	120·3	126·7

SCOTTISH WIDOWS FUND & LIFE

1984-5 High	Low	Name	Bid	Offer
528·0	398·8	Invest. Policy Ser. I	510·0	529·0
323·3	253·5	Invest. Policy Ser. II	321·5	[illegible]
316·2	258·2	Invest. Policy Ser. III	300·3	316·2
167·9	157·5	Invest. Cash	159·5	167·9

SCHRODER LIFE GROUP

212·1	170·5	American (4)	201·1	212·1
198·0	183·7	Capital (3)	185·3	195·2
617·5	500·1	Equity (4)	586·6	617·5
[illegible]	246·9	Fixed Int. (4)	255·9	[illegible]
151·8	135·8	Gilt & Fixed Int. (4)	138·8	146·1
[illegible]	165·0	Income Dist. (4)	234·6	[illegible]
[illegible]	209·0	Income Accum. (4)	222·4	[illegible]
[illegible]	183·0	International (4)	131·5	234·6
334·6	275·8	Managed (4)	339·2	351·6
708·5	171·2	Overseas (4)	195·0	205·5
138·9	132·0	Property (4)	263·9	138·9
295·6	214·1	Smaller Compan's (4)	252·2	[illegible]
235·2	172·0	Tokyo (4)	221·6	233·4
123·4	108·8	Deposit Pension (C)	113·5	120·4
382·4	322·2	Equity Pension (C)	358·9	366·4
230·9	196·2	Fixed Int. Pen. (C)	205·7	216·7
126·5	109·4	Guaranteed Pen. (C)	116·9	125·1
176·7	93·5	Index-Link Gilt Pn	99·7	106·0
999·6	663·9	Managed Pension (C)	769·0	639·6
264·0	241·3	Property Pension (C)	[illegible]	[illegible]
216·1	165·7	Spec Exempt Pen (C)	205·2	216·1

SKANDIA LIFE ASS.

196·0	159·5	Equity Acc.	189·3	196·0
157·4	145·1	Gilt Plus Acc.	147·8	155·6
[illegible]	175·3	International Acc.	199·0	210·5
180·3	156·4	Managed Acc.	171·3	180·3

STANDARD LIFE ASSURANCE CO.

271·2	[illegible]	Managed Fund	[illegible]	[illegible]
335·0	252·7	Pen. Managed Fund	317·5	334·3

SUN ALLIANCE LINKED LIFE INS.

399·0	304·1	Equity Fund	[illegible]	395·5
231·9	204·2	Fixed Int. Fund	213·6	[illegible]
252·4	190·9	International Fd.	249·2	262·4
209·5	248·0	Managed Fund	295·6	339·1
247·5	225·6	Property Fund	233·5	[illegible]
130·28	121·73	Intnl. Bond	—	130·28

SUN LIFE ASS. CO. OF CANADA (U.K.)

398·4	326·1	Maple Leaf Equity F.	—	395·4
564·8	426·8	Maple Leaf Growth F.	—	[illegible]
321·3	274·7	Maple Leaf Man. Fd.	—	321·3
282·8	261·9	Pers. Pen. Plan	—	279·5
209·4	176·8	Pension Man. Cap.	197·6	209·0
235·7	236·4	Pension Man. Acc.	223·9	234·0

SUN LIFE UNIT ASSURANCE LTD.

168·4	160·4	Cash	165·9	169·5
143·6	155·4	Distribution	142·1	149·6
459·4	358·4	Equity	426·0	458·5
192·0	171·2	Fixed Interest	174·4	183·6
282·8	220·5	International	231·9	252·6
337·1	274·8	Managed	318·1	331·9
236·0	189·7	Property	195·1	205·4

TEACHERS ASSURANCE

115·6	106·9	Cash Fund	107·9	115·6
119·1	104·2	Gilt & Fixed Int. Fd.	109·0	114·7
136·8	114·3	Managed Fund	129·2	136·0

TARGET LIFE ASSURANCE

225·4	[illegible]	Deposit Fd. Inc.	[illegible]	[illegible]
156·0	[illegible]	Fixed Int. Fd. Inc.	[illegible]	[illegible]
[illegible]	212·8	Gilt Pen Fd. Cap.	214·1	[illegible]
[illegible]	[illegible]	Gilt Pen Fd. Acc.	[illegible]	[illegible]
615·0	[illegible]	Man. Pen Fd. Cap.	[illegible]	[illegible]
[illegible]	[illegible]	Man. Pen Fd. Acc.	[illegible]	[illegible]
[illegible]	179·0	Managed Fd. Inc.	[illegible]	[illegible]
[illegible]	256·6	Managed Fd. Acc.	[illegible]	[illegible]
[illegible]	177·6	Ret. Plan Cap.	209·1	[illegible]
[illegible]	234·2	Ret. Plan Acc.	[illegible]	[illegible]

TRANSINTERNATIONAL LIFE INS. CO.

[illegible]	[illegible]	Tulip Invest Fund	[illegible]	[illegible]
[illegible]	[illegible]	Tulip Managed Fund	[illegible]	[illegible]
221·8	165·3	Managed Bond Fund	[illegible]	[illegible]
[illegible]	[illegible]	Managed Pens Cap	[illegible]	[illegible]
641·2	[illegible]	Managed Pen. Acc.	[illegible]	[illegible]
217·0	101·5	Managed Inv. Initial	[illegible]	[illegible]
251·8	[illegible]	Managed Inv. Acc.	[illegible]	[illegible]

TRIDENT LIFE ASSURANCE CO.

[illegible]	[illegible]	Trident Bonds	[illegible]	[illegible]
231·4	191·6	American	[illegible]	231·4
[illegible]	120·8	Cash	[illegible]	[illegible]
[illegible]	199·1	Gilt Edged	[illegible]	[illegible]
301·5	[illegible]	Growth Accum.	[illegible]	[illegible]
114·0	99·0	Henderson Active	[illegible]	[illegible]
[illegible]	256·0	High Yield	[illegible]	[illegible]
[illegible]	[illegible]	International	[illegible]	[illegible]
[illegible]	222·8	Managed	[illegible]	[illegible]
[illegible]	[illegible]	Property	[illegible]	[illegible]
[illegible]	[illegible]	Pens. Equity Acc.	[illegible]	[illegible]
[illegible]	221·6	Pen. Gilt Edged Ac.	[illegible]	[illegible]
[illegible]	[illegible]	Pens. Managed Acc.	[illegible]	[illegible]
[illegible]	[illegible]	Pens. Property Acc.	[illegible]	[illegible]
[illegible]	99·0	Perpetual Active	[illegible]	[illegible]
[illegible]	125·0	Swiss Bond Fund	[illegible]	[illegible]
[illegible]	[illegible]	U.K. Equity Fd.	[illegible]	[illegible]
115·4	[illegible]	Worldwide Fund	[illegible]	[illegible]

TYNDALL ASSURANCE LTD.

191·6	[illegible]	Property Fund	—	[illegible]
[illegible]	221·0	3-Way Fund	—	[illegible]

VANBRUGH LIFE ASSURANCE

199·9	[illegible]	Cash Fund	[illegible]	[illegible]
679·4	[illegible]	Equity Fund	[illegible]	[illegible]
301·5	264·9	Fixed Int. Fund	[illegible]	[illegible]
295·2	218·1	International Fund	[illegible]	[illegible]
[illegible]	[illegible]	Managed Fund	340·9	[illegible]
[illegible]	[illegible]	Property Fund	[illegible]	[illegible]
[illegible]	[illegible]	Equity Pension	[illegible]	[illegible]
[illegible]	[illegible]	Fixed Int. Pension	[illegible]	[illegible]
[illegible]	[illegible]	Inter. Money Pension	[illegible]	[illegible]
[illegible]	[illegible]	Managed Pension	[illegible]	[illegible]
[illegible]	[illegible]	Property Pension	[illegible]	[illegible]
[illegible]	[illegible]	Guaranteed Pen.	[illegible]	[illegible]

WARBURG INVESTMENT MANAGEMENT (IOM) LTD.

64·5	[illegible]	Merc. IOM Fund	[illegible]	[illegible]
46·4	[illegible]	Merc. Intnl. Bond Fd	[illegible]	[illegible]

WINDSOR LIFE ASSURANCE CO.

329·6	[illegible]	Assur. Pen. Units	[illegible]	[illegible]
188·1	[illegible]	Flex. Inv. Growth	[illegible]	[illegible]
188·4	[illegible]	Investors' Units	[illegible]	[illegible]

* Ex-distribution
† Based on offer prices

SITUATIONS VACANT

Continued from Page 15

REPRESENTATIVES

SALES CONSULTANTS. Earn in excess of £20,000 p.a. and be your own boss. GKD manufacturers of fitted bedroom furniture with showrooms in London, Home Counties and South East require experienced self starters who can expect high earnings through qualified leads and appointments. With the backing and training of a Company established over 30 years, all you need is the ability to sell effectively, a car and a telephone. Tel. Derek Steele on 01-515 5131 or write to GKD Ltd. Lanrick House, Lanrick Road, London, E14 0JF.

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plus
UNLIMITED COMMISSION

First year income should exceed £15,000, other benefits include free BUPA, excellent pension scheme, quality car, full expenses etc.

Applicants should be aged between 22-40 with a proven sales record. A basic engineering knowledge with experience of capital equipment sales, particularly machine tools, would be an advantage.

Two positions are available for South of England areas, but talent is more important than location, so do not let where you live prevent you from applying, as we will always take on top quality sales engineers.

Established over 25 years ago, we have maintained our position as UK market leaders by employing good sales engineers making them even better and paying them extremely well for high achievement with no limit (in fact, the more you sell, the higher the rate of commission becomes). Please write or 'phone for an application form to P. A. Lake, Sales Director, The Addison Tool Company, Westfield Road, Acton, London W3 ORE. Tel: 01-993 1661.

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c.£11,000
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The successful applicant will join a team selling controls and systems, to diesel engine, compressor and pump manufacturers and end users.

A formal engineering qualification, together with experience of identifying new business in existing markets both at home and overseas would be preferable. A European language would be advantageous.

This represents an excellent opportunity for an ambitious sales engineer aged 25-35 to earn an attractive five figure salary + car + generous company benefits. For further information please contact Peter Morgan on 01-930 9521 quoting Ref. 120.

CLIFTON-DONKIN LTD
(Specialist Sales Recruitment Consultants)
Malcolm House, 12 Orange St, Haymarket, London WC2

SALES ENGINEERS

Rendar Ltd. (Part of Wayne Kerr plc) is a progressive Company who manufactures and designs a wide range of high quality electrical and electronic components. In addition to our range of professional jack plugs—sockets—knobs and switches, Rendar manufacture a full range of CEE22 power components including RFI filters and power distribution products. The Company is expanding and has a positive development programme for new products.

We are therefore seeking to recruit two additional Sales Engineers to cover the following territories:

THAMES VALLEY: The successful candidate should reside within this area.

SOUTH OF ENGLAND: Operating from Bognor Regis applicant should reside within commuting distance.

Candidates for both positions should have experience of selling in the electrical/electronic component industry, and be self motivated with preferably formal qualifications.

We are offering a competitive salary structure, Company car, Pension Scheme etc. For further information, please contact or write to:—Mr Ray G. Lander, Group Personnel Manager, Wayne Kerr plc, Durban Road, Bognor Regis, West Sussex PO22 9RL. Tel: (0243) 825811.

SALES MANAGER

We are a refurbishment company specialising in partitions, suspended ceilings and associated works. A self motivated Sales Manager is required to sell our services to architects, designers and main contractors. The successful applicant must have the ability to organise and motivate a sales force. We are seeking a person, preferably within the industry who has a mature and experienced approach to handling contracts at all levels. Salary will be in the region of £8,000 p.a. basic + commission. A company car is included within the package we have to offer. This situation offers an ideal opportunity for the right person to establish themselves in a permanent position. Please reply in the first instance to M. J. Maynard, Interlock Interior Developments Limited, Knight Road, Strood, Kent ME2 2AT.

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Multi-User Micros	£25K O.T.E.
W.P.	£25K O.T.E.
Cellular Comms	£22K O.T.E.
Recruitment Cons	£18K O.T.E.
Translation Network	£16K O.T.E.

Contact: Pamela Ellis 01-623 1226

LIFE & PENSIONS

Manager-Major Office	£20K
Life Inspector-P. & L.	£20K O.T.E.
Broker Cons	£20K O.T.E.

Contact: Steve Palmer 01-623 1226

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SALES OPPORTUNITIES NATIONWIDE

Starting £6,850 + Commission + Car

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Our nationwide sales force is expanding, and we are now looking for ambitious sales executives aged 25-35 to fill key positions throughout the U.K.

We offer:
* Starting salary £6,850, increasing to £7,980 on reaching senior level.
* Attractive commission/bonus scheme.
* Company car.
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quoting Ref. No. NAT 198.

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c.£12,000 + Car

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(1) Yorkshire/Humberside
(2) Eastern Counties

Aged 22-40, with a proven sales track record, you should possess the necessary sales skills coupled with flair and commitment to succeed in this competitive environment.

As an organisation they can offer you the chance to move into a new market offering plenty of scope for advancement, a competitive basic salary, a results orientated commission scheme and a company car. For further information please telephone or write with full CV to James Conchie quoting Ref: 114.

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Malcolm House, 12 Orange St Haymarket, London WC2
Tel: 01-930 9521 (24 hrs)

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Our Client, an international chemical manufacturer wishes to recruit a person of degree/HNC standard with sound technical/commercial background, aged 25-35 years, resident Birmingham/Midlands.

The range of speciality chemicals service the Coatings, Inks, Polymer, Water Treatment, Chemical Cleaning, Toiletries, Pharmaceuticals, Lubricants and allied industries. Some experience of biocides would be advantageous.

You will consolidate and expand sales to the above markets. A high degree of drive and flair are necessary. In return, an excellent salary + car + benefits are included in the package.

For further details contact:—
Keith Collins
BERTRAM EXECUTIVE PERSONNEL (Agy)
021-643 4453

SALES REPRESENTATIVES

required by Metalion, one of the country's leading architectural powder coaters one to cover the Midlands and North, resident in the South Midlands and one to cover the South, resident in the London area. The successful candidates must have proven ability together with enthusiasm and dedication. Experience in the aluminium fabrication, finishing or associated industries would be an advantage. Please reply giving brief details and current salary to the Sales Manager, Metalion Ltd, North Acton Road, London, NW10 6PD.

TECHNICAL REPRESENTATIVE

Midlands Region
c. £8,000 + car

Crane Limited, a market leader with an international reputation in fluid handling, wishes to recruit a Technical Representative. The person appointed will promote sales of its range of pipe fittings and bronze, iron and steel valves in Derbyshire, Nottinghamshire, Lincolnshire and North Leicestershire. This will involve selling to established Crane distributors and others who specify or use the Crane range of products, e.g., local authorities and consulting engineers.

Applications are invited from men and women with relevant technical knowledge who are qualified to O N C level and live in the area. Experience should have covered heating and ventilating or pipeline engineering, and representing manufacturers to specifiers. In addition to salary, car and expenses, the Company provides generous benefits, including five weeks' holiday, free life and accident insurance, pension scheme, &c.

Applications, giving full details of experience and current earnings, should be sent to the Personnel Director, Crane Ltd., 11-12, Bouverie St., London, EC4Y 8AH.

TELECOM GOLD Telecom Gold plus Olivetti = Oyster. Oyster now makes telex extinct. Salesmen / women needed to reap profits in the region of £750 p.w. + company car. For details telephone 021-525 9604.

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We now have opportunities for bright and ambitious people to train as sales representatives for our "over the counter" pharmaceutical/medical products. The territories include:

* N. West
* S. Home Counties
* N.W. London

Whilst no previous experience is necessary, you must have energy, ambition and the personal qualities to succeed in sales. Full product knowledge and training will be given.

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Please send a CV or telephone for an application form, quoting ref D.937/R. to Gladys Carter, Senior Personnel Officer, May & Baker Ltd., Dagenham, Essex RM10 7XS. Tel.: 01-592 3060, ext. 2960.

PRINTING AND JOURNALISM

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The location is Bonn, West Germany. Salary will be discussed in relation to qualifications and experience.

Applicants are invited to forward a detailed c.v. to:
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D-5300 Bonn 1
West Germany

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National Magazine House
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London, W1V 2BP.

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Successful Computer Sales Executives looking for something special to put some sparkle into their earnings and careers will find Entré big, bold and like no other computer organisation in the world today, with products and back-up most Salesmen only dream of.

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in a high volume, 'high-tech' environment

Our client is a medium sized division of a large and prosperous electronics/telecommunications manufacturer. The division is self-reliant in the design, development, manufacturing and international sales and marketing of a range of intelligent telephony equipment – backed by high-level investment at home and overseas.

This is the type of opportunity which should attract any self-respecting Software Development Engineer. Your responsibility for your product will run from concept through test to manufacture and beyond to market acceptance and after-sales quality audit.

The Engineer will join a small team of professionals testing current product software, working on new products and promoting future applications. Candidates must have sound experience of small (4k) micro-processors, utilised in volume manufactures – domestic appliances for example – ASSEMBLER language, a clear history of introducing successful products and supervisory ability. A degree is a distinct advantage and the demands on experience indicate an age of 30 plus.

Location is Northern Home Counties with opportunities to travel regularly. The Company offers a salary of c £15,000, good benefits, working conditions, generous re-location expenses and career prospects.

Telephone today between 5.00pm and 8.00pm, Thursday 24 January, or Friday 25, on 01-240 9555 for an informal discussion on the post, the company and you. Alternatively, write with full details quoting ref: 337 to Terry Fuller, at Deansgate Management Services, 63/66 St. Martin's Lane, London WC2N 4JX.

PHONE IN

DEANSGATE
MANAGEMENT SERVICES
ADVERTISING · SEARCH · SELECTION
A DIVISION OF WHITESTRUTHERS

GENERAL MANAGER

(DIRECTOR DESIGNATE)

Pall Europe Group of Companies, world leaders in the design and manufacture of high technology filtration equipment, require a General Manager for one of its companies.

Applicants should be mature individuals with a high level of managerial ability in an engineering environment. This challenging and demanding career opportunity requires a person who can demonstrate a proven record of achievement together with strong management and commercial skills.

The successful candidate will be responsible for the day-to-day overall administration of the facility, and will ensure that production and delivery schedules are met. Good communications skills are essential in order to maintain an effective liaison with other Divisions of the Company.

The salary will reflect the importance we place on this position. We offer an excellent contributory pension scheme and other benefits usually associated with a major international company.

To apply please write, giving your career history to:

M. J. Bartlett, Personnel Manager, Pall Europe Group of Companies, Walton Road, Farlington, Portsmouth, Hants.

PALL
"WORLD LEADERS IN FILTRATION TECHNOLOGY"

Accountant

Herts **To £12,000**

Our client is the highly successful U.K. subsidiary of a major Italian multinational, operating in the confectionery market. Exponential growth in this country has led to a requirement for a young, commercially-oriented accountant to assist the Financial Controller.

The role will cover elements of both management and financial accounting, together with various administrative responsibilities, and will grow in stature and scope commensurately with the company itself.

Candidates should be part – or fully – qualified, with several years' broadly-based accounting experience which should have included an involvement with computerised accounts. A fluid intelligence and a congenial personality are essential attributes; the preferred age range is 25-35.

In addition to the salary quoted, the position carries a range of benefits including health insurance.

Applications, please, quoting Ref. 138/1/DT, to: Charles Barker Management Selection International Ltd., 30 Farringdon Street, London EC4A 4EA. Telephone 01-634 1142.

CHARLES BARKER
SELECTION · SEARCH · ADVERTISING

MARKETING DIRECTOR MONOTYPE INTERNATIONAL

High Tech involvement in the Pre-press Sector

Up to £20K + car **Surrey**

The turnround and subsequent growth of Monotype International is one of the 1980's success stories. Many companies have reduced overheads by slashing costs, but few can match the subsequent increase in sales turnover, achieved by the development of new technology (laser imaging and optical systems) and by opening up new markets. To develop this process further the company is looking for a Marketing Director to take over the entire function, from product concept, planning and timing through product management to advertising, sales promotion and publicity. The international network of distributors and agents takes some 80% of the product, and there are additional new overseas markets to be developed, so an awareness of international marketing is vital. Similarly an imaginative approach to the application of the product to the needs of in-plant users both offers growth potential in the UK and postulates other strengths we will be seeking. The ideal candidate will be late 30's/early 40's, of graduate calibre if not qualification, an experienced capital equipment marketing manager (able to motivate and control a sizeable and bright young team), with firsthand knowledge of the pre-press industry. Monotype is an exciting star to which to hitch your wagon.

Male or female candidates should send full career details to Terry Ward, quoting reference LI5001.

LINK
13/14 Hanover Street, London W1R 9HG.
Telephone: 01 493 5788.
Link International Search & Selection Ltd

REACHING A NEW HIGH IN HIGH TECHNOLOGY

WARTON, LANCASHIRE

Innovation has become the watchword of the Warton Division of British Aerospace plc. As an acknowledged world leader in the design and development of high performance supersonic combat aircraft, we are continually breaking technology barriers. If the technology doesn't exist, we create it.

To maintain and stretch our lead, we require innovative people to work on a diverse range of challenging aerospace technology projects.

One such project is the Experimental Aircraft Programme – technology demonstrator, due to fly next year (just 3 years after conception). This one-off aircraft will bring together three major technologies: carbon fibre composites; active control technology, utilising high speed computers to artificially stabilise the aircraft; and an advanced electronic cockpit, designed to reduce pilot workload to an absolute minimum.

Success with Jaguar and Tornado has given us unique experience of multi-national collaboration and stands us in good stead for the joint development of a European Fighter Aircraft for the 1990s and beyond. Such projects present us with many fascinating technological challenges. Take up the challenge – success can bring high rewards in terms of job satisfaction, career interest, state-of-the-art technology and well-paid prospects.

AVIONICS SYSTEMS DESIGN AND MANAGEMENT

Challenging opportunities in design and test engineering await candidates with a minimum qualification of degree or equivalent in Electronics, Computer Science, Physics or Mathematics, backed by several years' relevant industrial experience. Duties involve highly demanding work on a wide range of advanced systems and sub-systems, including navigation, weapons and armaments, radar, communications, controls and displays, electronic warfare and electro-optics.

Our immediate requirements include:

AVIONICS SYSTEMS ANALYSTS
For the assessment of large and complex systems and for C^3I management.

ENGINEERS
With specialist experience in electro-magnetic compatibility, data transmission systems (especially including knowledge of MIL STD 1553B); and signal processing.

SOFTWARE ENGINEERS
For the development of methods and methodology for a large range of software applications.

SOFTWARE SPECIALISTS
For the fundamental and detailed design of real-time programmes using high order language.

SYSTEMS ENGINEERS
For the design of integrated weapons systems. People with experience of top-down structured design would be preferred.

ELECTRONICS ENGINEERING

There are opportunities for suitably qualified and experienced personnel to play positive roles in all aspects of the design and implementation of electronics systems, especially in the following areas:

- *Avionics systems* • *Computer networking*
- *Factory automation* • *Ground test systems*
- *Office systems.*

We invite applications from those with a degree or equivalent in Electronics Engineering, Computer Sciences or related science subjects but our interest is in good all round ability as well as specialised academic qualifications. In particular, we are looking for practical experience in one or more of the following:

- *Circuit Design* • *Electronic packaging* • *Computer networking* • *Microprocessor systems* • *Control systems design* • *Hardware interfacing techniques*
- *Design of real-time distributed computing systems*
- *Software design/programming in languages ranging from Assembler to high level.*

As a major international employer we offer excellent terms and conditions of employment. Situated in an attractive area on the Fylde Coast, Warton Aerodrome is close to the Lake District and has good road and rail links to the rest of the country. Pleasant residential areas, with ample educational, shopping and leisure facilities are within easy commuting distance of the site, and all the amenities of Preston and Blackpool are close by.

Assistance with relocation expenses will be given to help those moving into the area.

For an application form, please telephone Mr T. I. Salt on 0772-633333, ext 642, or write quoting Ref: DT/1/85

Mr T. I. Salt, Senior Personnel Officer, British Aerospace plc, FREEPOST, Warton, Preston, PR4 1BR.

EAP
EXPERIMENTAL AIRCRAFT PROGRAMME

BRITISH AEROSPACE

BRITISH AEROSPACE AIRCRAFT GROUP

Development Chemists

Pangbourne, Berkshire

£10,000 - £12,500

Castrol Research Laboratories at Pangbourne employ about 170 people, mainly comprising chemists, engineers and business professionals. Pangbourne is Castrol's main centre for lubricants research and development.

We are now looking for chemists with industrial experience in a variety of areas to complete our development teams.

The successful candidates will be University graduates in chemistry OR those persons with GRSC Part II.

A minimum of 5 years industrial experience in one or more of the following areas is a necessary further qualification:-

- **Additive technology**
- **Brake fluids and Aviation lubricants**
- **Grease**
- **Industrial lubricants**
- **Marine**
- **Metal working oils**
- **Surface treatment chemicals**

Probable minimum age is 28 years.

Candidates must be highly motivated and able to work effectively with people of all levels and disciplines.

The salary range is £10,000-£12,500 depending on experience and the excellent benefits package offers a non-contributory pension plan, free life assurance and relocation assistance if appropriate.

Please write with a full C.V., or telephone for an application form, to Miss Hazel Bowler, Personnel, Castrol Limited, Castrol Research Laboratories, Whitchurch Hill, Pangbourne, Reading, Berkshire RG8 7QR. Tel: Pangbourne (07357) 4321.

Castrol

CASTROL RESEARCH LABORATORIES

FINANCE HOUSE OPPORTUNITIES

NATIONWIDE VACANCIES

As the nations largest specialist agency for the Instalment Credit Industry we are currently looking to fill several key positions.

REGIONAL MANAGER—SCOTLAND—c.£20,000
A major broadly—based Finance Company require a strong man-manager to assume total control of this expanding region.

BRANCH MANAGERS—LONDON AND HOME COUNTIES, SHEFFIELD, LEEDS, SOUTHAMPTON —to c.£14,500
Traditional Finance House background essential.

REGIONAL DEVELOPMENT MANAGERS—YORKSHIRE (INDUSTRIAL)—SOUTH EAST (MOTOR AND CONSUMER)—to c.£15K
A dual new business and training role.

SENIOR REPRESENTATIVES—ALL AREAS —to c.£12K.
Excellent opportunities exist with expanding Finance Company.

If you are in the Finance Industry and do not see your next career move listed, then please do not hesitate to telephone for a confidential discussion on: 061-928 3664 (to 5.30pm) or 061-436 0058 or 061-980 3563 (6.30 to 9pm) or write to:
HEWITT MANAGEMENT SELECTION, 183 Ashley Road, Hale, Cheshire, WA15 9SD.

Production Manager

An experienced line manager's role in small batch manufacturing

Up to £15,000 p.a.

Our client, a major group of companies based on the South Coast, have a requirement for an experienced Production Manager to successfully control and co-ordinate production activity embracing small batch manufacturing and assembly.

Reporting to the Chief Executive on site, the prime requirement is to 'make things happen', with the ability to maintain a high degree of flexibility and co-operation between management and shop floor areas. Responsibilities will also include ensuring that production and delivery schedules are met, using knowledge gained in a light engineering industry.

Industrial relations in this unit are excellent and programmes to improve productivity are already underway. Considerable departmental support exists in purchasing, material control and industrial engineering, and the person appointed will have the ability to motivate and improve performances using these resources and their own innovative skills.

This is an excellent career opportunity for a Line Manager qualified to HND standard in Mechanical Engineering who is looking for progression in a dynamic organisation with a strong commitment to further business growth.

Initially, please send your c.v. and indicate any company you would not wish your application to be considered by, to: C. Coalston (Ref: 5318), Village Advertising Ltd., 44 Wellington Street, Covent Garden, London WC2E 7DJ.

Village Advertising

Group Product Manager

West Midlands c. £12,500 + Car

Founded nearly a century ago the U.K. company *Helix Limited is one of the world's most noted* manufacturers of educational and office stationery products and drawing instruments. As well as U.K. sales, exports account for a major part of the company's multi-million pound turnover.

Continuing growth and re-organisation demands the appointment of a highly motivated and creative product manager who will assume responsibility for increasing market penetration of a group of the company's noted educational and stationery products.

Development of marketing strategies, market research, new product development, sales promotion and major contributions to the company's strategic business planning forum will be some of the important responsibilities of this growth appointment.

Ideally aged around 25 to 30, the woman or man appointed will have a degree or relative qualification plus proven successful marketing experience, preferably F.M.C.G. biased towards a female audience.

Applicants should write enclosing a brief C.V. or telephone for a personal record form to Ann Turner, Helix Limited, P.O. Box 15, Lye, Stourbridge, West Midlands, DY9 7AJ. Telephone (038 482) 4441.

LMS

Link Management Selection

AUTOMOTIVE PARTS REGIONAL MANAGEMENT

Up to £12,000 + incentive + car

Throughout the motor industry/trade, there appears to be a belief – either stated or unstated – that Parts Management are second-class citizens when compared to the Vehicle specialists. Here at least is one major Parts Distributor, with a nationwide network, who refuses to accept this patently absurd notion. The growth of the parts market in recent years, and the anxiety of even the prime manufacturers themselves to broaden their base in that market, demonstrates the profit potential available to companies prepared to take a fresh commercial approach. The key is, as always, the people. We are looking for additional regional sales managers who will see their main role as encouraging and cajoling the individual Parts Operations on their patch to maximise sales and optimise profit, for their own and for the Distributor's benefit. We are only interested in bright, young, qualified people who know the market but who are already irritated by that "second class" tag. They, in turn, will be looking for a company that knows where it is going and that wants to make the most of both its opportunities and its staff. Openings are possible throughout the UK.

Please write to Robin Davies, quoting reference LMS 5002.

Link Management Selection, 137 Ft Hanover Street, London W1R 9HG. Tel: 01-493 5788

Male and female candidates should send full career details, which will be treated in complete confidence.

General Sales Manager

East Midlands Salary £ Negotiable + car

Our Client, part of a major group of companies, manufactures at its East Midlands Division, specialised products for electrical power supply authorities and general industries worldwide.

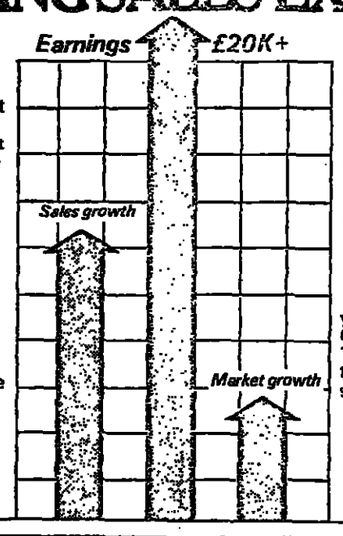
They now wish to appoint a General Sales Manager responsible for the total sales function which will *include a developing export* department. Reporting to the Director and General Manager, the successful candidate will ideally be a graduate, self motivated with a proven record of success in selling systems to industry, particularly electrical power supply *authorities. In addition individuals* should have commercial awareness, strong managment and good communication skills.

Salary will be negotiable and will not be a limiting factor for the right candidate. A company car will be provided together with the normal benefits associated with a large *company and opportunities for career* development are excellent. Relocation expenses will be provided where appropriate.

Interested candidates, male or female, should contact Adrian Taylor, Advisor to our Client quoting Ref No 5025 at The Recruitment Partnership, Hibel House, 2 Hibel Road, Macclesfield, Cheshire SK10 2AB. Tel: 0625 618327 (24 hours).

THE RECRUITMENT PARTNERSHIP
International Personnel Consultants

THE RIGHT ENVIRONMENT FOR HIGH-FLYING SALES EXECUTIVES



We're looking for sales high-flyers - people who have the ability to negotiate successfully at a senior level over a period of months to clinch a major contract and who want to maximise earnings whilst building a successful career.

The environment is very definitely growth-orientated. We operate at the 'top end' of the copier market concentrating on volume sales to large multi-user clients. We're successful with sales having increased significantly in each of the last 3 years in a market sector that is also growing fast. So you can imagine the potential!

Which is why we're seeking ambitious sales people with either copier or capital goods experience to maximise our business THROUGHOUT THE UK.

And we have much to offer in return. Realistic earnings of £20k+ (with probably the highest 'basic' in our industry), first class training plus guaranteed commission in the first 6 months, a product range famous for quality and reliability plus the support of the largest European copier manufacturer that is already developing in to the sophisticated automated office equipment market.

If this is the future you see for yourself, phone JIM ROCKALL ON 01-502-1851 BETWEEN 10am-9pm, TODAY JAN 24th to arrange a local interview or send your CV to him at

Océ Copiers (UK) Ltd, Langston Road, Loughton, Essex IG10 3TH.

océ

Maximise Management Skills in the High Street

Training Executive

From £14,500 + Car

The rapid expansion and diversification of the Harris Queensway Group has been simply staggering in the last few years. At present, turnover in the Company's ten Divisions is in excess of £300 million, with 7,000 staff employed and more than 700 stores trading throughout the U.K.

As our client's new Training Executive, reporting to the Group Personnel Director, you will help to identify and implement essential training projects throughout the Group, notably including the development of a Stores management development programme.

Equally proficient in "up-front" or programme planning activities, you must have several years' experience in a similar capacity preferably gained within a multiple retailing environment. Aged 25-35 years, of graduate calibre and possibly M.I.T.D. qualified, you will welcome the stimulus and challenge of an exciting, dynamic business. Being also astute, adaptable, intuitive and calm under pressure, you instinctively relate to others at all levels of status and responsibility.

An excellent range of benefits include Pension/Life Assurance, BUPA, Staff Discount and subsidised canteen facilities. It is anticipated that you currently reside within commuting distance of the Group's head office in Orpington, Kent, but relocation assistance will be considered, if appropriate.

If you feel confident that you match our requirements, please ring or preferably write to me, Richard J. Sowerby, Sowerby's (Selection) Ltd., Personnel Consultants, 500 Chesham House, 150 Regent Street, London W1R 5FA. Tel: 01-439 6238.

Sowerby's Selection

A direct line to the executive shortlist

InterExec is the organisation specialising in the confidential promotion of Senior Executives.

InterExec clients do not need to find vacancies or apply for appointments.

InterExec's qualified specialist staff, and access to over 100 unadvertised vacancies per week, enable new appointments at senior levels to be achieved rapidly, effectively and confidentially.

For a mutually exploratory meeting telephone:

InterExec

London	01-930 5041/8	19 Charing Cross Rd, W.C.2.
Birmingham	021-632 5648	The Rotunda, New St.
Bristol	0272 277315	30 Baldwin St.
Edinburgh	031-226 5680	47a George St.
Glasgow	041-332 3672	180 Hope St.
Leeds	0532 450243	12 St. Paul's St.
Manchester	061-236 8409	Faulkner Hse, Faulkner St.

The one who stands out

JOB HUNTING ?

END OF CONTRACT ? NEED A NEW POST ? AT HOME, CONTINENTAL OR OVERSEAS ?

We are able to assist as we are constantly requiring professionally qualified Engineers, all disciplines, to fill a variety of largely unadvertised positions.
Ring or write: *Peter Jesop of Brimham Associates,* 5 High Street, Leatherhead, Surrey KT22 8AN. Tel. 0372 372351. (Agency)

QUALITY MANAGER

Attractive 5-figure salary + 2 litre car — **Northumberland**

Wilkinson Sword consumer products are internationally known for their excellence and high quality.

Nowhere is this more evident than in our modern shaving products manufacturing centre at Cramlington where we are investing heavily in the very latest automated technology. The key role facing our new Quality Manager is to ensure that our exacting standards are maintained and continually developed in this high speed environment.

It means we are looking for a Quality 'professional' - a degree level engineer aged 35 - 45 with at least 5 years management experience in a similar role.

You will have successfully implemented modern measurement techniques and quality approaches within a fast-moving *manufacturing environment.*

The successful candidate can expect a competitive five-figure salary, company car, the kind of benefits associated with a major company including relocation assistance where appropriate to an attractive part of North East England plus genuine career prospects.

To apply, please write giving full details of career and current salary or telephone

Brian Bray, Personnel Manager on (0670) 713421, Wilkinson Sword Limited, Bassington Estate, Cramlington, Northumberland.

WILKINSON SWORD
the leading edge

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هكذا من الاصل

HAY-MSL SELECTION & ADVERTISING

HAY-MSL Selection and Advertising Limited · 52 Grosvenor Gardens · London SW1W 0AW · Tel: 01-730 0833
■ HAY-MSL Selection and Advertising Limited is a member of the HAY-MSL Management Consultants Group.
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■ All posts are open to men & women

Head of Process R & D – Senior Chemical Engineer

HAY-MSL MANAGEMENT SELECTION

HEALTH CARE PRODUCTS : c.£17,000

This major international British company wishes to strengthen the chemical engineering section of the R & D Division by making this new appointment.

As one of the more senior members of the division you will manage a small group of graduates and technicians and lead multi-disciplinary project teams including biologists and physical scientists. There is close liaison with operating divisions throughout the country.

You should be a chemical engineering honours graduate or Ph.D. with some knowledge of polymers and experience of process and product design and development as well as project management. There will be ample opportunity for innovation and initiative and good prospects of advancement either within R & D or in the various manufacturing divisions.

Starting salary as indicated plus usual large company benefits including SAYE share option scheme and BUPA. Relocation help if necessary to very attractive rural Hertfordshire location.

Please write – in confidence – stating how the requirements are met to David Bennell ref. D.43775. HAY-MSL Management Selection, 52 Grosvenor Gardens, London SW1W 0AW.

Project Design Engineers

HEMEL HEMPSTEAD, HERTS : £10,000 – £17,500

British Pipeline Agency Ltd., jointly owned by BP Oil and Shell UK Limited, operates more than 1,500 miles of oil pipelines and storage facilities throughout the United Kingdom. The company also designs and constructs new facilities both in the UK and abroad.

We currently have attractive opportunities for engineering professionals ranging from recently qualified graduates to fully experienced engineers.

Project design engineers are responsible for the specification, design, planning and construction of cross-country pipelines, pumping stations and associated storage and distribution facilities.

Applicants should be qualified to degree level in an engineering discipline and, for the senior posts, should be Chartered Engineers. A full current driving licence must be held.

We offer interesting careers and first-class benefits, which include non-contributory pension and sick pay scheme. Starting salary will depend on experience.

Please write with full details to: The Personnel Manager, British Pipeline Agency Ltd., Lord Alexander House, Waterhouse Street, Hemel Hempstead, Herts HP1 1EJ.

Site Director – Manufacturing

HAY-MSL CONFIDENTIAL ADVERTISING

N.E. ENGLAND : £20,000 + CAR

This key position calls for a mature engineering professional, probably qualified to HNC level, with a successful management record in capital equipment manufacturing. Proven IR experience is essential, together with highly developed communication skills and the all round administrative ability to achieve production deadlines at consistently high levels of quality.

Responsibility will be for the efficient operation of one of the manufacturing sites of a market leader supplying engineered capital equipment to world markets.

The reward package includes an executive car, medical insurance and relocation assistance where appropriate.

Interviews will be held locally wherever possible, but in the first instance please write with full career details. These will be forwarded direct to our client. List on a separate sheet those companies to whom your details should not be sent. A. D. Russell ref. D 1880. HAY-MSL Confidential Advertising, Union Chambers, 63 Temple Row, Birmingham B2 5NS.

Training Manager

Glaxo Pharmaceuticals LIMITED — Glaxo

WEST LONDON: c.£14,500

Glaxo Group is one of the world's leading and most successful pharmaceutical companies. At the Head Office site of Glaxo Pharmaceuticals Limited, the principal UK subsidiary Company, we are seeking to recruit an experienced Training Manager. During a period of business growth and development, we recognise the need for investment in the training and development of staff to reach levels of performance compatible with our corporate objectives.

Reporting to the Site Personnel Manager, you will be responsible for the preparation and implementation of an annual training plan and budget. You would be required to design, direct and resource training programmes to meet identified needs. On a different level, you would be expected to contribute to the development of Company policy on Training and Development. As a key member of the Site Personnel Department, you would work closely with other members of the team and, whilst having specific responsibility for training, would be involved in other areas, including progressing new initiatives in communications, such as team briefing.

Probably in the age range 28 to 35, you will be a graduate with at least three years' relevant training experience. Professional credibility and a positive and innovative approach to training are essential attributes.

The Glaxo Group offers good career prospects both within the training function and in general Personnel. Attractive conditions of employment include a profit sharing bonus scheme, non-contributory pension scheme and five weeks' annual leave. Assistance with relocation will be given where appropriate.

Please write or telephone for details and an application form to: Site Personnel Manager, Glaxo Pharmaceuticals Limited, Greenford Road, Greenford, Middlesex. Tel: 01-422 3434, ext. 3024 quoting reference D.764.

Quality Manager – Engineering

HAY-MSL CONFIDENTIAL ADVERTISING

S. WALES: c.£14,000 + CAR

This senior appointment, reporting to board level, is to join an engineering component manufacturer and take total responsibility for all aspects of quality, covering a wide range of materials.

Candidates must be professionally qualified, ideally to degree level in engineering or another appropriate discipline. Proven management and organisational ability is essential, together with relevant quality management experience using statistically-based methods of quality control. Applicants should also be familiar with the QA systems to Def Std 05-21. Preferred age 30 to 45.

An attractive range of benefits will include relocation assistance, where appropriate.

Please write with full career and salary details. These will be forwarded direct to our client. List on a separate sheet those companies to whom your application should not be sent. Andrew Russell ref. D.1882 HAY-MSL Confidential Advertising, Union Chambers, 63 Temple Row, Birmingham B2 5NS.

Retail Management Experience

EARLY TO MID 20'S

Sharpen and broaden your career with one of the UK's most successful retailers

SavaCentre

Since SavaCentre was formed as a joint J. Sainsbury and British Home Stores enterprise in the mid 70's, we have opened six major hypermarkets – Washington (Tyne & Wear), Hempstead (Kent), Basildon (Essex), Oldbury (West Midlands), Calcot (Berks) and Edinburgh – and have plans for future development.

We currently have a number of opportunities for retail professionals who will be expected to take control of a section of merchandise in one of our stores. Reporting to a Senior Department Manager, responsibilities will include stock control, standards of display, customer service and staff motivation and control. However, the scale of our operation requires combined effort and you will be expected to be an active member of the store management team.

Aged in your early to mid 20's, you should have food or non-food retail management experience and a desire to respond to the challenge of hypermarket retailing. Our standards are high and the scale of the business offers a real opportunity to develop a broad based career. Mobility will obviously be an important factor in your ability to take advantage of the opportunities we offer.

For our part we shall provide you with a thorough induction to the Company taking into account your previous background and experience. We offer an attractive starting salary backed up by the range of benefits expected of a major organisation – including generous assistance with relocation expenses, where appropriate.

Interested? Then write with full personal and career details to: Dory Sadler, Personnel Manager, SavaCentre Ltd., 45-47 Peach Street, Wokingham, Berks RG11 1XJ.

Project Manager – Packaging Development

. . . with a top consumer products manufacturer

HAY-MSL CONFIDENTIAL ADVERTISING

ATTRACTIVE SALARY & BENEFITS . . . EXCELLENT PROSPECTS

A high profile in the consumer market place achieved through an impressive range of quality products ... a young and progressive management team ... advanced manufacturing techniques ... technical innovation in design and development of products and packaging ... these are the keynotes to our client's success and profitable growth.

Your task will be to actively lead and direct a compact team of technologists engaged in the development of new and improved packaging for a wide range of household products. This will involve the technical co-ordination and progress of selected projects and liaising with technical commercial managers and outside suppliers.

Aged over 28 and suitably qualified, you should have at least five years' packaging development experience in quality consumer products. You should also have some experience in supervising laboratory staff and possess an understanding of the principles of project control.

Starting salary will reflect qualifications and depth of relevant experience. Benefits are those associated with a major international company and include relocation help to Yorkshire in suitable cases.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. Richard Town ref. D 1869 HAY-MSL Confidential Advertising, Oak House, Park Lane, Leeds LS3 1EL.

Engineering Buyer

Amersham

SOUTH BUCKS : AROUND £9500

Amersham International is a highly successful commercial organisation in the health care field with an impressive growth record and worldwide sales of £87 million in the last fiscal year.

You will join our professional buying team which is accountable for an annual spend of around £37 million. Reporting to our Senior Engineering Buyer, you will be involved in the procurement of a range of engineered products and services at optimum cost and delivery times – with particular responsibility for the purchase of sub-contract work for enclosures and containers. A key element of the post will be the identification and selection of reliable sub-contractors.

Qualified to minimum HNC level in an engineering discipline, you should have at least 2-3 years' successful experience in purchasing engineering sub-contract work. Good negotiating skills plus the ability to communicate effectively at all levels are essential.

Excellent benefits will include relocation assistance, where appropriate, to this attractive South Buckinghamshire location.

Please write with a detailed C.V. to Mrs. Joan Cook, Personnel Department, Amersham International plc, White Lion Road, Amersham, Bucks, or telephone Little Chalfont (02404) 4444, ext. 3453 for an application form.

As yet another element within this Division's expansion programme, we are now seeking to recruit an experienced and energetic ...

FERRANTI Computer Systems, Cheadle Heath Division

Sales Professional . . . real-time action computer systems

Fire and Gas Industry . . . overseas travel

The base will be our headquarters at Cheadle Heath, MANCHESTER ... your territory will be the relevant areas of the world!

Your experience must embrace the Fire and Gas Industry, emergency shut down systems and include significant knowledge and contact with modern computer systems and programmable logic systems. Contacts made during your career should include the major oil companies and top-side design engineering contractors. Overseas experience would be valuable.

Salary will be commensurate with experience and benefits are those associated with an international computer systems manufacturer.

Please write, giving details of your career, experience and ambition, to Colin Roberts at Ferranti Computer Systems Limited, Bird Hall Lane, Cheadle Heath, Stockport SK3 0XO.

O & M Analyst

Boots

NOTTINGHAM : UP TO £11,500

Our Retail Organisation and Method Department, located in the centre of Nottingham, is part of the 400 strong Management Services function and provides a service to all Boots Retail UK operations. It is responsible for the design and documentation of procedures, the development of new methods and office systems and there is an increasing involvement with modern office technology.

Our Analysts work in teams on a wide range of assignments which ensure their jobs are varied, interesting and rewarding. We now have an attractive career opportunity for a Senior O & M Analyst.

You should preferably be a graduate with a minimum of 3 years' O & M experience, ideally in a commercial environment. Familiarity with, or knowledge of, computer based systems is essential.

Attractive benefits include profit sharing bonus, staff discounts and generous relocation assistance, where appropriate. The Nottingham area, with its excellent sporting and cultural amenities also has some of the lowest house prices in the UK.

Please write or telephone for an application form to: Janet Thompson, The Boots Company PLC, Head Office, Nottingham NG2 3AA. Tel: Nottingham (0602) 506111, ext. 2321.

The Morgan Crucible Company plc has been active in the field of technical ceramics for many years. In 1984 Morgan Matroc was formed by the consolidation of eight operating units in the UK and Continental Europe. Morgan Matroc is now the UK's largest, fastest-growing and most successful company in its field and a substantial force in world markets.

MATROC — Leaders in ceramic technology

Graduates with Senior Management Potential

Forming a major part in our further growth and development plans, a variety of opportunities exist for highly talented professionals about 25 to 30 years old with good Honours Degrees in Engineering or Scientific disciplines. The vacancies occur mainly in Worcestershire but some appointments exist in Bedfordshire and Surrey.

The opportunities cover a wide range of interests, including product development, production engineering, technical sales, production and general management. One specific requirement is for someone from the textile industry with significant experience in the processing of continuous filaments.

After a comprehensive introduction to our activities and objectives, the successful candidates will be encouraged to develop their potential and progress rapidly, and any necessary training will be provided.

The Matroc organisation, with autonomous profit-responsible units, is an ideal environment where talent brings its own reward.

Salaries and fringe benefits are good and will satisfy people of the right calibre.

Please write, with relevant career and salary details, to: F. H. Trenchard, Morgan Matroc Ltd., Bewdley Road, Stourport-on-Severn, Worcs DY13 8QR. Tel: Stourport (029 93) 2271.

COOPERS ANIMAL HEALTH LTD. is an international British based Company formed by the merger of the animal health businesses of ICI plc and The Wellcome Foundation Ltd., located in Berkhamsted, Herts.

COOPERS

Quality Assurance Scientist/Auditor

UP TO £14,000 p.a.

An interesting new appointment has arisen in the Quality Assurance Department, responsible for monitoring the quality of Company products worldwide and for auditing both GMP and GLP.

You will be educated to degree level in a scientific subject and possess a number of years Quality Assurance experience in the pharmaceutical or animal health industries. A pleasant personality and the ability to communicate effectively are essential requirements. The post will involve both UK and overseas travel. Ref. CT11.

Formulation Chemist

UP TO £11,500 p.a.

Within the Dairy Hygiene Development Department an opportunity exists for an experienced Formulation Chemist.

You will be currently working on the formulation of agricultural-industrial hygiene or household toiletry products. Educated to H.TEC or degree standard in chemistry with a proven flair for the formulation, development and evaluation of products and the flexibility and enthusiasm to respond to the challenge of the job. Ref. CT12.

We offer an attractive starting salary according to age and experience and our excellent conditions of employment include 5 weeks' annual holiday, sports and social facilities and relocation assistance as appropriate.

Please write with full personal and career details, quoting the appropriate reference number to Mrs. P. Tubb, Personnel Officer, Coopers Animal Health Ltd., Berkhamsted Hill, Berkhamsted, Herts HP4 2QE. Tel: 04427 3322, ext. 5388.

Marketing and Engineering Manager

Lighting Products

HAY-MSL MANAGEMENT SELECTION

. . . for the UK subsidiary of a major US company with over 25 000 employees – 180 manufacturing and service facilities worldwide and revenue of £2 billion. Turnover of this UK subsidiary manufacturing light fittings is significant and there are some 350 products.

Accountable to the Managing Director, the Marketing and Engineering Manager has two complementary responsibilities. To manage the Engineering Department and to undertake all marketing activities.

Candidates in their thirties should be electrical engineering graduates and experienced marketeers. The position is an ideal opportunity for a candidate who is in a second in command position now.

Salary is negotiable over five figures; bonus potential; car; pension scheme; medical insurance. Location Middlesex.

Please write – in confidence – or telephone (01-730 0255) stating how the requirements are met to Lionel Koppen ref. D 42210 HAY-MSL Management Selection, 52 Grosvenor Gardens, London SW1W 0AW.

Training Manager

BAI — BOOKER AGRICULTURE INTERNATIONAL LIMITED

SOMALIA: c.£20,000 AFTER TAX

Booker Agriculture International (BAI) is a leader in the provision of agricultural management services worldwide. In addition to projects in the Far East, Australasia, East, West and Central Africa, BAI initiated and now manages the Juba Sugar Project (JSP) – a successful multi-million dollar development scheme in Southern Somalia.

We require a practical Training Manager to join the management team at JSP. Applicants should be graduates aged over 30, have a broad based personnel management background and substantial operating experience in industry, some of this overseas.

Duties will include identifying training needs and initiating appropriate training to meet these needs; ensuring that localisation programmes are maintained; assisting expatriate staff in recruitment and training of local staff; co-ordinating the activities of an engineering craft training scheme; setting up and organising managerial, supervisory and clerical training courses, contributing where appropriate.

Expatriate benefits include ■ rent-free family accommodation ■ kit, disturbance and transport allowances ■ family return air passages to UK ■ 10 month tour with 2 months' end-of-tour leave ■ pension ■ life assurance and accident cover ■ annual salary review.

Please send a full C.V. to Miss N. J. Moody-Stuart, Booker Agriculture International Limited, Bloomsbury House, 74-77 Great Russell Street, London WC1B 3DF.

Factory Manager – Food Emulsion Processes

. . . with career prospects

HAY-MSL MANAGEMENT SELECTION

SALARY c £11,500

Our client is a well established autonomous company, part of a larger, worldwide group. They have an excellent reputation for the high quality of their products and enjoy a strong position in the UK market place.

This is a first class opportunity to take total responsibility for the production and planned maintenance of a small but enthusiastic production unit. Increased capacity is planned and there are good career prospects within a secure business.

Candidates, aged 30 to 40, should have supervisory experience of similar processes in the food, pharmaceutical or cosmetics industry and ideally a qualification in chemistry. The location is West of London.

Please write – in confidence – with full details to Mike Carroll ref. D 1604 HAY-MSL Management Selection, 52 Grosvenor Gardens, London SW1W 0AW.

Engineers – Transonic Aerodynamics/Fatigue

The Engineering Sciences Data Unit (ESDU) is recognised as a leader in the provision of validated information which is used in engineering design throughout the world. The work involves close contact with foremost specialists and provides a real opportunity to develop technical and managerial skills. ESDU invites applications for the following posts:

Head of Transonic Aerodynamics

This is a senior post and the successful candidate will have an Aeronautical Engineering degree or equivalent qualification and a minimum of 5 years' relevant experience, together with an interest in, and experience of, computational fluid mechanics with programming. Recent work undertaken includes flow separation on wings, wave drag of wings and bodies, pressure distribution in the presence of shock waves and taking account of viscous effects.

Engineer, Fatigue and Fracture Mechanics

The successful candidate will have an Aeronautical or Mechanical Engineering degree and in-depth experience in fatigue analysis and fracture mechanics gained either in industry or research. The current work programme includes preparation of low-cycle fatigue data and S-curves for common aircraft materials.

Both of these important positions require the ability to present work clearly and concisely and demand a high degree of self-motivation. Salary and conditions are commensurate with the considerable demands of these jobs. In the first instance, please write giving full details of your career and qualifications to Margaret Kernigan, ESDU International Ltd., 251-259 Regent Street, London W1R 7AD.

Sales Office Manager

HAY-MSL CONFIDENTIAL ADVERTISING

S. HERTS : c.£13,250

Our client, a major manufacturing company and market leader in its field, seeks an ambitious Sales Office Manager.

Reporting to the Sales Director you will be responsible for company profitability through effective pricing and efficient control and co-ordination of a team of 10 staff.

Probably aged over thirty you will have a proven record in the sales/sales administration field and will be able to demonstrate effective man-management and motivation skills together with the ability to maintain and develop customer relationships.

An attractive salary is offered plus excellent career prospects with a large national company.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. I. White ref. D 1881 HAY-MSL Confidential Advertising, 52 Grosvenor Gardens, London SW1W 0AW.

Regional Operations Director – Distribution

NORTH

. . . to join the senior management team of a major UK wholesale food distributor, with responsibility direct to the Managing Director.

Candidates should be operating currently at senior level in all aspects of warehousing and distribution in the consumer goods market, preferably with responsibility for more than one depot.

Attractive salary; company car; other benefits including relocation assistance to the North of England, where appropriate.

Please write to: Mr. R. C. McConkey, Managing Director, Amalgamated Foods Ltd., PO Box 58, Charter Avenue, Canley, Coventry CV4 8AD.

Sales Training Officer

£12,000-£14,000 + CAR

. . . a route into Sales or Training Management

HAY-MSL CONFIDENTIAL ADVERTISING

Our client, part of one of the world's largest welding groups, sells a wide range of welding equipment and consumables to manufacturing industry.

As part of plans for future development of the UK operation, an additional Training Officer is sought for their training centre in Birmingham.

You will be part of a small team who train the company's own sales staff and those of distributors. You will be fully involved in the training process – from identification of training needs, through to course design, preparation of material and presentation of training programmes.

Preferably aged 29 to 35, you should have previous sales training experience in either the consumer durable or engineering industry. Direct sales experience would also be an advantage.

Large-company benefits include company car and relocation help in suitable cases.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. P. M. Evans ref. D 1883. HAY-MSL Confidential Advertising, 52 Grosvenor Gardens, London SW1W 0AW.

Chartered Mechanical or Chemical Engineer

. . . for key role in a major capital accounting project

DAIRY CREST

ATTRACTIVE SALARY + CAR

Dairy Crest Foods, the UK's leading dairy foods company with a turnover of £900m, has set up a capital accounting project team, charged with the task of standardising company records for both leased and owned assets. We now need a Chartered Engineer to join this team for approximately 12 months.

As a team member you will be involved with historical records and be responsible for implementing a standard defined approach to the verification and identification of physical assets for both historical cost and current cost purposes.

Qualified to Chartered Engineer status – ideally mechanical or chemical – you must have relevant experience of project process engineering work in a similar or related industry. Familiarity with the preparation of documents for data entry would be an advantage.

The post will involve substantial travel and the majority of the working time will be spent at our factory sites, which are located throughout England and Wales. Visits will also be necessary to our Head Office in Surrey.

We offer an excellent salary, dependent on experience, and a benefits package which includes a company car.

Please write or telephone for an application form to Mrs. E. Hill, Senior Personnel Officer, Dairy Crest Foods, Portsmouth Road, Thames Ditton, Surrey KT7 0EL. Tel: 01-398 2853.

Opportunities for growth in Quality Assurance

MIDDLESEX

THORN EMI Electronics, one of the fastest growing companies in the defence field, is highly respected in the industry for the professionalism of its QA function.

Now, due to a substantial re-organisation of our business in order to exploit current successes and future opportunities, we seek several additional Quality Assurance professionals at our Feltham operation.

In particular we wish to appoint:

Project Quality Engineers – Hardware & Software . . . to work on state-of-the-art projects and be responsible for the management and implementation of project quality assurance activities – from design study through production, to in-service support. This will require significant involvement in the engineering aspects of the projects and liaison with design teams, support services and senior staff, both in other companies and the MoD.

You will need to be qualified to degree or HNC level, with at least two years' relevant experience within the defence industry.

Calibration Engineers . . . to service, repair, and calibrate a wide range of equipment – from in-house process control equipment, through production test rigs, to the very latest proprietary test equipment.

In addition to a qualification to City & Guilds ONC level in electrical or electronic engineering, you must have at least two years' practical calibration service experience.

Test Engineers . . . to undertake testing, during the development and production of advanced electronic equipment, at PCB, sub-assembly, unit, and overall system level. The work involves both digital and analogue techniques, with frequencies up to microwave level and an involvement with microprocessors.

You should be qualified to at least City & Guilds ONC level in electrical or electronic engineering and have a minimum of two years' hands-on test experience.

These important positions offer both attractive salaries and a comprehensive benefits package. Opportunities for further career progression are excellent.

Please write or telephone with relevant career details to Sue Godfrey, Personnel Department, THORN EMI Electronics Limited, Defence Systems Division, Victoria Road, Feltham, Middx. Tel: 01-890 3600, ext. 2325.

Applied Physicist – Optics

BP RESEARCH CENTRE

SUNBURY-ON-THAMES : STARTING SALARY IN THE RANGE £10 – 15K

. . . to join a multi-disciplinary project engaged in the design and development of a variety of instrument, control and computing systems and equipment.

The successful candidate will lead a small team investigating the opportunities offered by optical techniques and components for industrial measurement purposes.

Candidates should possess a good Honours degree in physics or applied physics with a strong bias towards optics/electro-optics. Alternatively, engineering graduates who have completed a post graduate course in optics would be considered.

A minimum of three years' practical experience in an industrial instrument environment is required, ideally with some knowledge of electronics designs with optical interface and microprocessor applications.

We offer an excellent range of benefits, including non-contributory pension scheme, subsidised restaurant, sports and social facilities.

Please write or telephone for an application form, as soon as possible, quoting reference SR 7618 to: Anne Hendry, The British Petroleum Company p.l.c., BP Research Centre, Chertsey Road, Sunbury-on-Thames, Middx TW16 7LN. Tel: Sunbury-on-Thames (0932-7) 62028.

BP is an equal opportunity employer.

Borg-Warner Chemicals

BORG WARNER

Borg-Warner Chemicals, manufacturers of ABS thermoplastic polymers, can offer two career opportunities at their Plant in Grangemouth, Scotland. The manufacturing operation covers polymerisation from monomers to colour compounding, providing high quality material for subsequent moulding and extrusion.

The plant is highly automated and extensive use is made of programmable logic control and computerised systems within the process. These systems are constantly being updated and extended. We now seek:

Instrument Engineer

Initially you will be engaged within our Project Engineering group, specifying and overseeing the installation of new or updated systems. You should have an appropriate degree and or be a Chartered Engineer.

Chemical Engineer

. . . to join our Process Technology group and be responsible for technical support activities, and undertaking investigation in a trouble shooting capacity at all stages of production. You should be a graduate Chemical Engineer with a background in polymer manufacturing and processing. Experience of emulsion polymers would be preferred.

Both posts offer an opportunity to join the Company at an interesting stage of its development, and growth in a managerial career should be expected. Salary is negotiable and a contributory pension and life assurance scheme is in operation.

Please write to, or telephone the Personnel Manager, Borg-Warner Chemicals, Bo'ness Road, Grangemouth. Tel: Grangemouth (0324) 483490.

TSB . . . on-line real-time Banking comes to Milton Keynes

Analysts and Programmers . . . come and grow with us

TSB BANK — TSB England & Wales COMPUTER SERVICES DIVISION

Our new purpose built Computer Centre, which is shortly to become operational, will house a large Sperry 1100/82 mainframe, support a network of 3000 Burroughs modular terminals via regional concentrators and provide real-time standby for our other Computer Centre in Manchester. The overall system operates on-line real-time handling up to two million transactions a day.

To support the system, resolve branch queries and diagnose problems in the network, we have the following new appointments ...

Software Programmers	£9,000-£14,000
Senior Programmers	£9,000-£12,000
Programmers	£7,700-£10,000
Senior Systems Analysts	£11,000-£14,000
Systems Analysts	£9,300-£12,000

Cost of living review May 1985.

Applicants must be capable of taking the individual responsibility needed to handle a real-time banking system as well as being able to work as part of a multi-skilled team. Sperry 1100 experience is essential for the programming appointments. Full training will be given in all applications and software techniques.

Attractive benefits include . . . ● House Purchase Subsidy Scheme ● Non-contributory Pension & Life Assurance ● BUPA and Personal Loans at staff rates ● Flexitime system in operation ● Relocation assistance, where appropriate.

Please write with full details to: John Gloak, Manager – Personnel & Administration, TSB Computer Services Division, Silbury Business Centre, Silbury Court, 356 Silbury Boulevard, Central Milton Keynes, Bucks MK9 2UR.

MECHANICAL ENGINEERS. Develop your career in the world of ICI.

VARIOUS LOCATIONS. SALARIES UP TO £15,000

INTEREST CHALLENGE INNOVATION

ICI is a world leader in the development, manufacture and marketing of an extensive range of chemical and industrial products. The Petrochemicals and Plastics Division, one of the largest operating units of ICI, is engaged in the production of a variety of high quality products ranging from primary chemicals based on oil, through intermediates to highly specialised composites and materials, sold in substantial volumes to international markets.

The Division's major manufacturing base and Technical Centre, home of some of the most advanced technology in the industry, are located at Wilton-on Teesside.

CAREER VARIETY MEANS CAREER DEVELOPMENT

The size of ICI means Mechanical Engineers have the opportunity to gain skills in a variety of areas, accelerating their career prospects probably further than in any other organisation. In ICI this has resulted in Engineers currently holding many executive positions.

For example, you could join as a plant engineer with line management responsibilities for the maintenance of major plant. This will involve problem solving, design and operational improvements, coupled with the day-to-day running of an engineering team.

Alternatively, you could join a multi-disciplinary project engineering group, assigned to a business to take a much harder, longer term overview of particular projects, to improve operating efficiency, or to develop new products.

Interchange and diversification are the keynotes of the ICI career development plan, and within 2 to 3 years ambitious, committed engineers can achieve promotion to more senior management roles within production, corporate engineering or commercial functions.

YOUR BACKGROUND

Essentially, you will be a Graduate Mechanical Engineer, probably aged under 30, and ideally have around 2 years' experience of major plant design, operation or maintenance. You will be looking for an opportunity to join an organisation where your skills and drive will be rewarded by progression through a well defined career path.

WHAT'S IN IT FOR YOU?

A highly competitive initial salary up to £15,000 plus an excellent benefits package, combine with superb career prospects to make these opportunities very attractive propositions. Individually tailored career programmes will enable those who have not already attained Chartered Engineer status to obtain this qualification.

WHERE YOU WILL BE WORKING

There are several posts available on Teesside, with other openings at various locations, including Dumfries in Scotland, Colchester in Essex and Darwin and Hillhouse in Lancashire.

HOW TO APPLY

Candidates should submit their cv or telephone for an application form to: K H Thompson, Hoggett Bowers plc, 4 Mosley Street, Newcastle-upon-Tyne, NE1 1DE. Tel: 0632-327455, quoting reference 46009/DT.

Local interviews will be arranged.

ICI PETROCHEMICALS & PLASTICS DIVISION

Hoggett Bowers
Executive Search and Selection Consultants
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

Senior Reservoir Engineer

MAKE A STEP CHANGE IN YOUR CAREER TO WORK AT THE FOREFRONT OF SUBSEA TECHNOLOGY

Hamilton Brothers has shown itself to be at the forefront of subsea marginal field development, and second to none in its ability to respond quickly and professionally to the new challenges facing North Sea operators. The Company is aggressively expanding, and offers you the opportunity to become involved in new projects with the chance to develop innovative solutions to the problems which will occur.

In this London based position, your main task will involve full responsibility for planning and reservoir management of a field newly on production and which is one of the first in the next generation of North Sea fields to be developed. In addition you will have the opportunity to work on other projects covering the full range of oil, gas condensate, and gas fields.

To be a candidate you will ideally have about 5 years broad reservoir engineering experience some of which will have been in the North Sea and include well testing and analysis, reservoir simulation, modelling and reservoir development planning.

The Company's salary scales are competitive with the best in the industry and in addition there is a first class benefits package which includes company pension and private medical insurance schemes, and a company car.

To apply, please write to Summit Management Consultants Limited, Cavendish Court, 11/15 Wigmore Street, London W1H 9LB or. telephone (01) 629 3532.

SMCL OIL & GAS RECRUITMENT

SENIOR DRILLING ENGINEER

SALARY BAND £25-£30,000 PLUS CAR

An opportunity to set up and run drilling engineering activities; become a more rounded Petroleum Engineer and develop your managerial skills with an expanding independent oil company.

With several interests in both producing and developing fields, our client is set to increase its activities as operator of exploration acreage. Currently the operator of 3 blocks, they are aggressively bidding for new acreage offshore UK, both through the 9th round and farm-ins. This is your opportunity to play a key role in this exciting new phase of the company's activity.

You will be the company's first UK drilling specialist responsible for designing and overseeing drilling programmes, including wells scheduled for 1985. You will also monitor activities in non-operated ventures developing your managerial and negotiating skills representing the company at consortia meetings.

The company is a substantial US independent which has demonstrated its commitment to the career development of its British staff: all managerial positions here are held by UK nationals who have generally been promoted from within.

To become the Drilling Engineering Specialist in this small high calibre team you should possess an appropriate degree and five years North Sea drilling experience.

The excellent salary will be supplemented by a company car, pension scheme and private medical insurance.

To apply, please write to Summit Management Consultants Limited, Cavendish Court, 11/15 Wigmore Street, London W1H 9LB or telephone (01) 629 3532.

SMCL

TECHNICAL OFFICER

SHORE SUPPORT
SULTANATE OF OMAN

£22,000–£26,700 p.a.† Accompanied status

The Diwan of Royal Court Affairs wishes to appoint an additional Shore Support Technical Officer to the Royal Yacht Squadron of Oman.

The appointed candidate will be part of a small team of technicians who provide *shore support for the large and highly prestigious* Royal Yacht and other ancillary craft. He must be an effective and reliable co-ordinator capable of undertaking a wide range of duties, organising contract repairs and acting as technical advisor when the yacht is absent from its home port.

The successful candidate, who is likely to be aged 35-50, must hold a formal engineering qualification, C. Eng. or Tech. Eng. supported by relevant experience. A high degree of self motivation as well as a flexible approach to problem solving will be required. Previous experience in the management of a static or mobile maintenance unit is advantageous.

In line with Oman Royal Yacht Squadron policy, this is a uniformed post, normally shore based at the Headquarters location but with periods of detachment elsewhere.

TERMS OF SERVICE ARE EXCELLENT AND INCLUDE:

- ★ 2 year (renewable) accompanied status contract
- ★ Salary tax free and fully remittable
- ★ Generous tax free end of contract gratuity
- ★ Free, furnished air conditioned accommodation with free services, including servant
- ★ 60 days paid leave a year
- ★ Two free air tickets per year for each eligible family member
- ★ Car or car allowance provided

Interviews will be held in London in early March 1985.

†Salary calculated at current exchange rate of £1.00 = O.R. 0.4 and will be dependent on grade and qualifications.

Please telephone Nigel Beaumont for a preliminary discussion or write in strict confidence to the address below quoting reference PA 848/DT.

Ashbrittle Limited *Recruitment Consultants - UK & Overseas.*
Seabrook House, Wyllyotts Manor, Darkes Lane, Potters Bar, Herts EN6 2HQ, England. Tel: Potters Bar (STD 0707) 42406. Telex: 299328 Ashbar G.

Development Engineer

A unique opportunity in high speed metal forming

American Can (U.K.) Limited, a dynamic member of a multi-national group, is engaged in the manufacture of cans for the food, petfood and beverage markets.

We have a new purpose designed *Technical Centre just outside Moore in* Warrington, Cheshire and we're looking for a Development Engineer based at this Centre, to design, develop and prove ends to meet customer specifications, translating profiles into tooling dimensions for manufacturing and evaluating production *trials. You will liaise closely with production* personnel on the quality and control of tooling standards and drawings keeping fully informed of the latest developments in end manufacturing technology. To achieve these objectives you'll have an open brief to set up and develop your own Computer Aided Design system to provide a finite element analysis and you will need to travel extensively throughout the U.K. and possibly overseas.

You'll be 25-30, with a degree or HND in engineering and previous experience in *high speed metal forming* using low gauge material. A track record in major project work on high speed press tool design would be a significant advantage.

In return, we're offering a salary of £15k plus car and an excellent benefits package, including relocation expenses where appropriate.

If you know you have the skills, experience and commitment to take on this unique challenge, please write, with full details of career to date, to:- Kevin McCoy, Human Resources Manager, American Can (U.K.) Limited, Woodside Park, Chelford Road, Congleton, Cheshire CW12 2LY.

We are an equal opportunity employer.

American Can (U.K.) Ltd

PHARMACEUTICAL SALES AND MARKETING

SALARY £12 - 15,000 + Package
SECURITY Growth of Company and Product Areas
SATISFACTION Well Respected and Professional Companies
SUCCESS Personal Achievement Rewarded by Career Advancement

There are many companies currently in a healthy growth situation and with a positive future. These companies are successful because of their commitment to their people's security and personal growth, as well as new product development.

Several of our clients in both Pharmaceuticals and Health Care have current vacancies as follows:-

MARKETING	Product Management in the South of England (2 positions) in the North of England (1 position).
AREA MANAGEMENT	North of England.
HOSPITAL REPRESENTATIVES	Glasgow; Birmingham; Oxford; E. Anglia; North East; Liverpool/North West; Manchester; S.E. Thames; Kent; Yorks; N. Thames.
G.P. REPRESENTATIVES	Glasgow; Liverpool; North East; Teeside; Sheffield; Derby; B'ham/Warwks; Worcs; Bristol; South and West Wales; Gwents; Hants/Dorset; Cambs/Northants; North and North West London; South and South East London.

TRIDAS have gained an enviable reputation in recruitment of sales and marketing people in the pharmaceutical and health care industry. This is due to their professional and personal attention to both clients and candidates' needs. This attention includes strict care in the confidential nature of enquiries and unequalled advice on career opportunities in the industry as a result of nearly 50 years' *experience of our three consultants. If this is the sort of advice and care you would* welcome and you are interested in any of the above positions 'phone or write in the strictest confidence to Peter Hughes. *Please quote ref. no. P/85/2.*

TRIDAS Recruitment Division
55 High Street, Marlow, Bucks. SL7 1BA
Telephone: Marlow (06284) 75204

Exciting Opportunities in Accountancy....

Management Accountants
Financial Accountants Project Accountants
Financial Training Accountant
Circa £12—£16K

Woolworths today is an exciting and rapidly changing Company. Since the takeover in 1982, our new, wholly British Company is developing in the 80's with a completely revised *trading philosophy and commercial* strategy.

Our programme for development of new financial systems has created positions at various levels to support their design and implementation.

These include a unique opportunity for an **ACCOUNTANT WITH PRACTICAL TRAINING EXPERIENCE**, to develop and implement a comprehensive training programme for all store administration personnel.

To meet the challenge of these key positions you will need to be:-

- professionally qualified with at least 3 years post qualifying experience
- familiar with main frame and micro support systems
- highly self-motivated and creative in your approach to problem solving

We offer excellent opportunities for advancement, competitive *salaries and benefits, and generous assistance with relocation costs* where appropriate.

Interested?—then send us your detailed cv. which should include your current salary or if you would like further information then please telephone:

Mrs. Lynn Clarke, Personnel Officer, F.W. Woolworth plc., Royle Barn Road, Castleton, Rochdale, Lancs OL11 3DU. Tel: Rochdale 47301, Ext. 2105

Futures by **WOOLWORTH**

Problem solving in a manufacturing environment

We are Britain's leading footwear retailing and manufacturing organisation employing some 30,000 people in shops and factories throughout the U.K.

Our Factories Division is currently undergoing extensive modernisation of its manufacturing control system and requires a young graduate to assist with the introduction of the new computerised system.

Our ideal candidate will have at least three year's Management Services experience in a production environment and be conversant *with modern production planning or inventory control techniques.* Above all, the person appointed will need to be capable of working on his/her own initiative although functional support will be provided.

We can offer career progression opportunities in Line Management and first class conditions of employment. These include a contributory pension scheme, free life assurance, BUPA and a salary structure which rewards performance. Generous re-location expenses will be paid where appropriate.

For an application form, please contact Tony Burnip, Manpower Manager, British Shoe Corporation Limited, Sunningdale Road, Leicester, LE3 1UR. Telephone: Leicester (0533) 871355. Ext. 2403.

BSC
BRITISH SHOE CORPORATION.
BRITAIN'S BIGGEST FASHION RETAIL ORGANISATION

Field Co-ordinators

Bracknell, Berks **c.£12,000 + BMW lease car**

BMW (GB) Ltd has an unsurpassed record of growth in the specialist car market. To help further *develop this success, we now wish to appoint three Field Co-ordinators, operating under the* direction of our Field Managers, whose main function will be to develop, maintain and co-ordinate a dealer data base in each of the following functions:

SALES

We seek a candidate with direct previous experience of a *new car sales environment.* You will be responsible for the collating of field team and dealer performance data. Working in support of our Car Sales Zone Managers, you will need to become fully involved in field operations.

PARTS

Coming from a sales orientated parts background *you will liaise closely with our* Parts Field Team. The position requires you to co-ordinate the parts data base and monitor dealer potential and performance. Giving support to the Parts Zone Managers, you will become fully involved in all field activities.

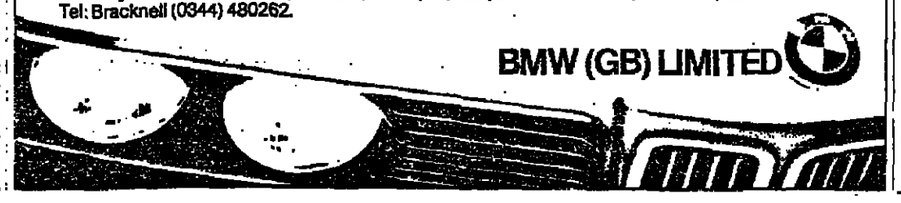
SERVICE

Operating within the service department, you will *work closely with our Service* field team. A sound technical background and experience within a commercial environment are essential. You will also undertake special projects as well as monitoring on-going service data.

Aged between 26-28, the successful candidates will be highly numerate and able to work independently in an organised and efficient manner. Good telephone skills and the ability to communicate at all levels are essential. A clean driving licence is also required.

We offer an initial salary of around £12,000 per annum plus bonus and BMW Lease Car, together with valuable fringe benefits including private medical insurance, pension scheme and relocation expenses to the Bracknell area, where applicable.

Please telephone for an application form, indicating which operating area you are interested in, to Cathy Child, Personnel Department, BMW (GB) Ltd., Ellesfield Avenue, Bracknell, Berks RG12 4TA. Tel: Bracknell (0344) 480262.



BMW (GB) LIMITED

Administration Manager
Polished and Professional with bright ideas?

Our clients, operating in the UK commercial property sector as Consultant Surveyors and Valuers, are one of the most respected in their field. They are seeking a high calibre replacement for the retiring Administration Manager in their Central London Head Office. Business is expanding, and there is considerable scope for introducing new systems. Working closely with the Company Secretary and Personnel Officer, you will take over all responsibility for administration and office services which include word processing and computerisation.

Preferably aged 35-45, with relevant supervisory experience, ideally in the property environment, a familiarity with computer systems would be advantageous. Salary is neg to £14,000pa.

Please send CV to Patrick Hill of Cripps, Sears & Associates Limited, (Personnel Management Consultants), 88/89 High Holborn, London WC1V 6LH.

Cripps, Sears

هكذا من الأصل

PA Personnel Services
PA Advertising

Hyde Park House, 60a Knightsbridge, London SW1X 7LE Tel: 01-235 6060 Telex: 27874
Offices in Birmingham, Manchester, Glasgow, Edinburgh and Aberdeen
and throughout Europe, Asia, Australasia and N America

All posts are open to men and women unless otherwise indicated

Technical Director

from £25,000

British Midland

British Midland Airways — once again voted "Best Domestic Airline" — is a major independent UK scheduled carrier and the second most frequent operator from Heathrow. From its base at East Midlands Airport, it operates domestic and international services with its DC9, F27 and SD360 fleet.
The Technical Director is a member of the Management Board and is responsible, through a staff of 300, for all technical, engineering, procurement and quality aspects of the airline's operations. In addition, he or she handles the negotiation of substantial contracts with suppliers of engineering services and, importantly, will continue the development of third-party airline engineering business at the East Midlands maintenance base.
The need, therefore, is for proven commercial and business development skills combined with a strong technical and engineering management background — ideally, but not necessarily, gained within an airline or aircraft engineering environment.
Candidates are likely to be engineering graduates aged 35 to 45; they will certainly be attracted by the opportunity to develop an aircraft engineering business which will become a significant contributor to Group profits. Base salary is unlikely to be less than £25,000 and could well be more, together with car, BUPA and airline industry benefits.
Please send cv, in confidence, to Mike Brown, Manager, Technology Group. Ref: MV43/9084/DT, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Major Opportunities in Electronic Design

Home Counties

Our client, already a brand leader in the field of electronic controls for domestic and commercial purposes, now leads in the development of techniques using infra-red and mains signalling for energy management.
The company's international success has been built upon technical innovation, linked to market needs. Future development plans create the need for a Chief Design Engineer, to join as a key member of the management team and for an Electronic Design Engineer.

Head of Engineering
£18,000 to £22,000 + executive car

An individual of proven creative talent, managerial ability and enthusiasm is sought. The principal responsibility will be to lead and inspire the design and development of innovative electronic/electrical products at prices which reflect market and financial needs.
A degree in electronics/electrical engineering is required with, possibly, membership of the IEE. Wide-ranging experience must include the management of development programmes; dealing with the standards and approval organisations; maintaining parts lists and drawings; and all other engineering departmental matters, including quality assurance. It is essential that candidates have the depth of technical knowledge in electronic, electrical and mechanical disciplines, in high-volume products and the capacity for detail to realise the necessary product features for successful market penetration.

Electronic Design Engineer
£9,000 to £12,000

There is an urgent need for an Electronic Engineer to assist in the design and development of a new range of products.
Applicants should be educated to HNC/HND level or equivalent and have at least two years' practical experience in digital, analogue and microprocessor hardware design. Some experience in Assembly Language programming (MOTOROLA'S) is also desirable but not essential.
Benefits for both positions include non-contributory pension scheme, sick scheme and four weeks' holiday per annum.
Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.)
Ref: S3154/DT, PA Advertising, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

High-Tech Manufacturing

Production Control Manager
MIS Manager
Financial Controller Designate

A specialist manufacturer and distributor of electronic components, my client is a highly profitable subsidiary of a publicly quoted UK group of companies. With an estimated two-year lead over competitors in the development of its high-technology products, the company has a turnover of £8.5m and is poised for a major programme of expansion, acquisition and increased efficiency which will take it to £20m within three years.
This is a major and radical progression for the company, and to provide the necessary infrastructure of professional management it wishes to recruit three senior managers.
The **Production Control Manager** will replace the current ad hoc system of production control and inventory management with an effective methodology and systems for all manufacturing activities, from material procurement to final despatch. **Ref: W96/9090/DT.**
The **MIS Manager** will replace the current small and separate computer installations with an entire integrated MIS. Your ongoing task will be the continued refinement of the system to meet the needs of your user departments. **Ref: MV96/9092/DT.**
The **Financial Controller Designate** will be a qualified accountant who will initiate a formal accounting system providing standard, process and product costing to tight timescales, plus regular up-to-date management accounts for the manufacturing and distribution departments. **Ref: AA96/9091/DT.** Probably a graduate, in your 30s, currently working in the manufacturing industry — preferably electronics or light engineering — you will have had direct responsibility for staff and also for the computerisation of manual systems within your own specialised field. Reporting to the relevant director, you will see this as a unique opportunity to prove your skills and form your own team in this rapidly expanding organisation.
The remuneration package is pitched to attract the right calibre of applicant who, in addition to normal large-company benefits, may be offered a disturbance allowance plus full relocation package to Scotland if appropriate.
Telephone or write for an application form or send detailed cv giving salary progression, in confidence, to Douglas Kinnaird, quoting the appropriate ref., PA Personnel Services, Fitzpatrick House, 14/18 Cadogan Street, Glasgow G2 6QP.
Telephone: 041-221 3954.

Financial Controller

Suffolk
c.£15,000 + car

Crane is an established engineering company and part of an international group. Turnover is in excess of £30 million pa and the company is seeking further growth by expansion and acquisition.
The Financial Controller is responsible to the General Manager for all accounting services, and as one of a professional management team, plays an active part in running the business.
The ideal candidate will be aged 25+ with management level experience of modern industrial accounting using computer techniques. He/she will demonstrate strong potential for a wider business career.
Generous relocation assistance will be given to our attractive coastal location in Suffolk.
Please write in confidence with career and salary details, to: Peter Rains, Employee Relations Manager, Crane Limited, Nacton Road, Ipswich, Suffolk.

Designers – Electrical Industry

London

Our client, a well-established company, designs and manufactures quality transformers for a number of major high-technology companies. They now have two outstanding opportunities at senior and junior levels for qualified electrical engineers.
Senior Designer — General Manager Designate: (£15,000 including profit-sharing). You will provide a complete design service to meet customer specifications, and prove yourself for top-management responsibilities. At least two years' electrical design experience is essential.
Designer: (c.£9,000): You will concentrate on the design of transformers to detailed customer specifications. Previous experience is desirable.
Salaries are backed by attractive benefits and relocation assistance, where appropriate.
Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.)
Ref: S3153/DT, PA Advertising, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Production Engineer

High-technology metal forming

Although carrying the formal title of 'Production Engineer' this advertisement could well be headed 'Original Thinker'. The company is engaged in heavy presswork and top-quality stampings necessitating frequent material and tool changes, and the Managing Director is looking for an enterprising, cheerful and forceful young graduate, aged 25-30, to apply a fresh mind, uncluttered by the traditions of the industry, to such problems as layout, work flow and mechanical-handling aids. The successful candidate could see a very real route through to a production or works management post as a natural follow-on to his or her earlier project work. The company is situated in one of the most attractive areas in the South Midlands; a starting salary in the £12,000–£13,000 bracket is envisaged; and eligible candidates reviewing their medium to long-term career prospects should seriously consider this opportunity.
Please send brief cv, in confidence, to P A B Wemyss, Ref: W25/9093/DT, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Sales Engineers

Special applications in water-jet cutting
Based S Home Counties
excellent neg. basic salary + incentive scheme + car

The success of this well-established subsidiary of a well-known, successful UK engineering group, derives from the close integration of its manufacturing, marketing and after-sales service activities, and an absolutely first-class product range. Its products are high-pressure, water-jetting pumps and associated equipment used in heavy-duty industrial and marine cleaning and maintenance, and in abrasive jet cutting.
Now, with the range of applications growing ever wider in these fields, several Sales Engineers are needed to help develop the considerable potential of these market segments.
For these particularly challenging and fascinating appointments, we wish to talk with those who have achieved a high level of technical competence by applying sound engineering backgrounds within the sales and applications engineering functions, and who possess a high degree of flair, imagination and creativity.
Good business French, Italian or German would be an added plus but by no means essential. Age is immaterial.
To apply, please send cv or telephone or write for an application form, to James Gunn, Ref: SS63/0351/DT, PA Sales Selection, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Telephone: 01-235 6060.

PA consulting group : Management Consulting · Technology · Computers and Telecommunications · Personnel Services

Industrial Contracts Manager Kuwait

c.£27,500 tax-free

Our client is an established Kuwait-based contractor employing over 500 people. The firm is diversifying within the construction and engineering sectors, particularly in the fields of steel fabrication, petrochemical, mechanical and electrical engineering and surface preparation.
Planned expansion has created a vacancy for a Manager to head the Contracts Department which comprises about 20 design, estimating and cost-control staff whose functions are to prepare tenders and contracts, and to control contracts in progress, which are often on a joint-venture or turnkey basis. The Contracts Manager will liaise and negotiate with clients.
The job should interest qualified engineers in their 30s or 40s with appropriate management experience particularly in the petrochemical construction and maintenance sector. Enthusiasm, adaptability and good written and spoken English are needed. Arabic would be a bonus.
Tax-free salary, car, luxurious air-conditioned family accommodation and annual passage-paid home leave are among the benefits.
Write in confidence, enclosing cv, to Humphrey Sturt, Ref: W69/9100/DT, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.
Telephone: 01-235 6060.

Engineering Manager

Cardiff
c.£20,000 + car

Amersham Cardiff Laboratories

Amersham International is a high technology company providing specialised products for use in health care, life-sciences research, and industry — most of which are based on radioactive materials, but we are expanding the range of our non-radioactive products to serve the ever changing needs of customers.
This key role offers the significant opportunity of heading up the multi-disciplinary engineering function of our rapidly evolving Cardiff site — a 30 acre, 200,000 sq. ft. facility currently employing some 500 people which is being considered for further and considerable capital investment to drive up profitable growth.
Reporting to the General Manager your responsibilities will encompass all aspects of a substantial function which provides a comprehensive site engineering and maintenance service within an agreed plan direct accountability for key project work relating to the planning, design and installation of new facilities, plant and equipment, and related safety matters to meet statutory and company obligations.
To fulfil the demanding nature of this appointment you will need to be at least 35 years of age and a qualified engineer with a proven record of achievement in engineering which includes several years at management level in a progressive batch/process manufacturing environment. An 'up to the minute' appreciation of manufacturing and engineering techniques (including CAD) is essential. Leadership and man management skills of the highest order are vital.
This is an influential role in a well established management team committed to achieving change to meet critical business objectives.
Excellent remuneration package includes a salary, negotiable as indicated and a company car. Generous relocation assistance will be given where appropriate.
Please write quoting reference CR 171, giving concise career details to: Mr P J Williams, Senior Personnel Officer, Amersham International plc, Forest Farm, Whitchurch, Cardiff CF4 7YT.

General Management – Branch Operations

c.£17,500 + car

Our client, a leading national distributor and part of a large group, wishes to appoint a General Manager for its Southern Region.
The post combines the responsibilities for sales admin, purchasing, and customer service together with the accountancy function which extends to the provision of financial services and controls to other group activities.
Aged 35 or over, the successful candidate will have had extensive general management experience in a fast-moving, marketing orientated, distribution/customer-service company, and will preferably have a business-studies degree or equivalent.
The remuneration is negotiable as indicated plus car and usual large-company benefits including relocation assistance where appropriate.
Please send full career details, including current salary, or apply for an application form, to Tim Harney, Ref: GM97/9094/DT, PA Personnel Services, 73-79 King Street, Manchester M2 2JL. Tel: 061-236 4531.

Trainee Export Sales Manager

Outstanding career opportunity with a market leader

Crabtree Vickers Gateshead

If you firmly believe that you have got what it takes to survive in the rough and tumble world of export sales management then this is the job for you. If you are articulate, in your mid 20s to 30s with sound commercial acumen and a practical, determined and results oriented approach then you are reading the right advertisement.
Crabtree Vickers Gateshead, a member of the Vickers Group of companies, is the market force in sheet-fed metal decorating presses which are supplied to discerning customers, worldwide — and business is good.
Reporting to the Sales and Marketing Director you will receive comprehensive sales, product, industry and technique training and as you and the job develop you will become increasingly involved in all aspects of exporting including regular overseas travel.
This is a rare opportunity to develop a rewarding career in export sales management, to assist in the marketing of our quality products, to gain wide ranging experience and to establish your reputation as an export professional.
Whilst an aptitude for foreign languages and/or engineering qualification would be useful they are not essential.
Success in this role will bring greater responsibilities, rewards and promotion within 1-2 years. An attractive benefits package will be negotiable.
Relocation assistance will be given where appropriate.
Please write with cv or telephone for an application form to: Mr P Clancy, Personnel Manager, Crabtree Vickers Gateshead, Kingsway, Team Valley, Gateshead NE11 0SU.
Tel: 0632 875071.

Senior Technologist

Quality assurance
28+ London
competitive salary + car

This key appointment with Coca-Cola Northern Europe involves the provision of extensive technical support, including quality and hygiene audits, for franchise production operations in Northern Europe. Candidates must, therefore, be prepared to travel extensively.
The position offers considerable freedom of operation within an environment dedicated to the very highest quality standards.
Applicants, qualified to degree-level in food technology or a closely related discipline, must be self-starters with relevant post-graduate experience. In addition, candidates must have the ability and experience to communicate at all levels.
A competitive salary is backed by excellent benefits including car, pension and medical aid scheme and, if appropriate, relocation assistance.
Apply in writing, enclosing full cv and salary details, to Miss Deborah Khan, Coca-Cola Northern Europe, Pemberton House, Wrights Lane, London W8 5SN.

Engineering & Food Technology

High-quality chocolate and confectionery
Southern England

Considerable and continuing investment in this progressive, growth company and an imaginative programme of new product development have ensured an increasingly profitable operation, and maintained high market-share in well-known, quality brand-name chocolates and confectionery.
The company now wishes to fill the following positions:

Senior Development Engineer
c.£14,000

A new post to sustain the investment momentum by carrying out investigations, evaluation of new process machinery and other equipment, including robotic packaging and similar projects, installation, commissioning and trouble-shooting. Candidates should, ideally, be chartered mechanical engineers, aged 30-45, with successful experience of engineering development which must include the chocolate and sugar confectionery industry.
A sound appreciation of electronics and computer applications would also be highly desirable.
To be successful in this post, you must share the company's energy, drive and enthusiasm and have well-developed communication skills.
Ref: TEA1/9097/DT.

Development Engineer to £12,000

Reporting to the Senior Development Engineer, and with potential for promotion to that position, you will provide support in all areas, taking responsibility for specific projects. Aged 28-32, you should be qualified to degree level in mechanical engineering, preferably have experience of the chocolate and confectionery industry, and be able to make an immediate and positive contribution to engineering developments: Ref: TEA1/9098/DT.

Product Development Manager to £12,000

Reporting to the R&D Manager, you will be responsible for product and process development, both initiated within the department and in response to marketing and sales demands. An ideal background would be a degree qualified food technologist or chemist with experience of product development in the industry. Applications from candidates less well qualified, but with considerable industry experience, would also be welcome.
Ref: SMA1/9099/DT.
All posts are based at the combined head office and major manufacturing unit situated on the outskirts of an attractive city in Southern England. Salaries are negotiable as indicated, and conditions include BUPA and relocation assistance.
Please telephone or write for an application form or send full cv, in confidence, to R H Southwell, quoting the appropriate reference. PA Personnel Services, 6 Highfield Road, Edgbaston, Birmingham B15 3DJ. Tel: 021-454 5791.

Financial Analyst

SW1
to £14,000

This multinational consumer goods company, leader of its industry, provides unusually good long-term career prospects in its fast-growing European division. In this new position at the European headquarters, reporting to the Financial Controller, you will review, analyse and interpret the business plans and performance of European affiliates, whose combined turnover exceeds $500 million. You will assist in the development of financial models and systems, dealing directly with operating affiliates.
We seek a recently qualified accountant, probably a graduate, aged mid-twenties, with analytical ability and good communication skills. Initial salary is up to £14,000 pa and a full range of benefits is offered.
Please send cv, in confidence, to Humphrey Sturt, Ref: AA69/9074/DT, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Buyer

The Portakabin Group of Companies

Portakabin is the undisputed leader in the industry of instant building systems — a dynamic, international company whose success is based on a policy of continuous technical and marketing innovation, backed by substantial manufacturing resources. Our buying team sources everything from the structural elements of our systems to the specialised equipment that clients may want to have installed in their buildings.
We are looking for a young, fully-trained buyer to join this lively and diverse environment. You will be given plenty of scope to show initiative and expected to make full use of our purchasing power in securing terms from suppliers in a highly competitive market place. An imaginative approach to sourcing new materials and a hard-headed business attitude are essential.
The job is based near the beautiful city of York.
Attractive terms and conditions of employment will be offered, with relocation assistance where appropriate.
Please write or telephone for an application form to: Mike Turnham, Personnel Services, Portakabin Limited, Huntington, York YO3 9PT.
Tel: (0904) 28960.

Product Development

Health Care Industry

Significant investment in latest technology plant and equipment has recently been made by this leading manufacturer of sterile disposable medical products. Continued ambitious growth plans for worldwide markets necessitates two additional appointments to further strengthen the product development team.

Polymer Scientist — **Circa £13,000**

Candidates will have at least three years experience in the application of polymers/plastics and ideally be qualified to Ph.D level. Innovative thinking must be backed by the ability to achieve agreed objectives based upon identified marketplace needs. Good communication skills are required for liaison with colleagues and external senior medical personnel. Ref: 733/DT

Development Engineer — **Circa £10,000**

You will be a technical graduate, aged early 20s, with a thorough knowledge of polymer processing techniques. Some product development experience must have been gained in either the medical devices industry or another associated clean environment. The ability to plan and follow varied projects through to successful completion is essential. Ref: 734/DT.

The excellent salaries offered highlight our multi-national client's determination to attract young people of the highest calibre. Both positions are based at their UK manufacturing plant in the South East and full relocation packages are available, where necessary.

For a confidential application form, male or female candidates should ring or write quoting the appropriate reference number.
Telephone (24 hours) 0625 533364.

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Executive Selection / Management Development
Eagle Star House, 16a Alderley Road, Wilmslow, Cheshire SK9 1QX.
Tel: (0625) 532446.

TECHNICAL SALES REPRESENTATIVE

We wish to appoint an experienced technical sales representative to be based at our offices in Edgware, North London.
The position offers excellent opportunities for a self-motivated and enthusiastic person to join a well-established and respected company.
Aged between 34-45 years, the successful candidate will be educated to degree/BA level or equivalent in a suitable scientific/electronics subject, experienced with computer peripherals, preferably data collection systems for analytical instrumentation, including printer/plotters and flatbed recorders, etc.
Knowledge of business administration essential.
A competitive salary, company car and the usual benefits are offered.
Application in writing only please with C.V. to:
Managing Director,
Enraf-Nonius Ltd.,
Highview House,
165/7 Station Road,
Edgware, Middx. HA8 7JU.

We help you find THE RIGHT JOB!

If you are a redundant or 'slightly used' executive or have some other career problem, we can help you by offering a **Career Development** service which produces outstanding results. Our unique **guarantee** assures clients of rewarding careers, obtained mainly from the unpublished job market.
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Birmingham: 021-632 5286, 14 Corporation St., B2 4RN.
Manchester: 061-228 0089, Sunley Building, Piccadilly Plaza.

We are also specialists in 'Outplacement' for organisations, through our Group Company Lander Corporate Services Ltd.

80's GRADUATES

BROADEN YOUR ELECTRONIC HORIZON

If you're an ambitious Electronics or Electrical Engineering Graduate, having obtained your degree between 1980 and 1984, and are impatient to optimise your career potential within a technically stimulating environment, our client would like to know about you.
As world leaders in sophisticated electronics technology, our client can offer you unlimited scope for career development, whilst utilising your skills on state-of-the-art technology. Of course, your talent and enthusiasm will be fully encouraged and rewarded with an excellent salary and a wide range of benefits including relocation assistance, where appropriate.
The sophisticated plant is situated in a particularly attractive area of Scotland, providing easy access to major cities and beautiful countryside.
Immediate opportunities exist in both SOFTWARE and HARDWARE disciplines with salaries ranging up to £16,500 depending on qualifications and experience.
Bring your talents to the fore: — just complete the coupon and send it to us for immediate action.

Name
Address
Tel. No. Home
Business (with discretion)
Qualifications
Subject
Company
Current Job Title
Current Salary

Initial interviews will be held locally.
Send your coupon to: Angela Copland, Austin Knight Advertising UK Limited, 183 St. Vincent Street, Glasgow G2 5QD.
Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed separately.

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Seismic Personnel

Due to continuing substantial expansion, GECO UK requires the following personnel for work in their Data Processing Centres in Orpington and overseas. We are looking for people with the expertise and enthusiasm to further enhance GECO's considerable reputation within the oil industry.

Experienced Processing Geophysicists

We require experienced land and marine processing personnel with either a numerate degree or the equivalent extra experience. Opportunities are available to work in the UK and many overseas environments: Europe, N. Africa, Middle East, Far East, New Zealand. Immediate availability of personnel is desirable but not essential due to our projected requirements throughout 1985.

GECO operate AMDAHL, NORSEIS, SEL and VAX systems worldwide. Our Geophysical Applications programs are common to all hardware configurations and between land and marine work. We are thus able to offer the production geophysicist a career which is both interesting and varied and where geographical relocation is not prejudiced by the need to retrain on different applications software.

Competitive salaries, commensurate with experience, are offered. Overseas postings feature a comprehensive range of company supplied facilities (accommodation, transport etc) combined with attractive end of contract bonuses.

Seismic Applications Programmers

Vacancies also exist within GECO UK for seismic applications programmers. Experience is not essential but a numerate degree or equivalent work experience would be advantageous.

In addition to salary GECO UK offers an excellent benefits package consisting of non-contributory pension, disability/life assurance and BUPA.

Please apply in writing enclosing full c.v. to:
The Personnel Department, Ref: DT/2,
Geophysical Company of Norway (UK) Limited,
The GECO Centre, 10 Knoll Rise, Orpington, Kent BR6 0XG.

GECO

Chemical Engineers

Pharmaceuticals ***Process and Project Engineering*** ***London***

Davy McKee (London) Limited, a Davy Corporation company, wishes to strengthen its current capabilities in the field of Pharmaceuticals by appointing two Senior Engineers — one in Process, and one in Project Engineering — at its headquarters in Central London.

For the position in Process we invite applications from Engineers who have a sound technical background in process development, process engineering and commissioning of new pharmaceutical products including antibiotics, and who have gained this experience with an Engineering Contractor or Operating Company involved in pharmaceuticals. Additionally, we would consider experience of product formulation and hygienic packaging a distinct advantage. Applicants, aged at least 35, should have a degree, or equivalent, in Chemical Engineering, Chemistry or Biochemistry.

For Project Engineering, applicants must have experience in the design and supervision of projects for production of finished pharmaceuticals, including knowledge of oral dosages and parenterals. Candidates must be familiar with HHS and FDA regulations; possess recent project engineering experience with an Industrial or Contracting organisation; be aged 35 upwards and have a degree, or equivalent, in Chemical Engineering. Some travel is involved.

Starting salaries will be competitive and other large company benefits will apply. Relocation assistance will be given, if appropriate. Interviews will be held in London between 11 and 15 February. The positions are open to men and women.

Please send a comprehensive c.v. or 'phone or write for an application form, quoting position preferred, to Bob Basden, Personnel Manager, Recruitment, Davy McKee (London) Ltd, 250 Euston Road, London NW1 2PG. Telephone: 01-380 4001.

Davy
A Davy Corporation company

Technical Sales Representatives

Up to £15,000 salary + car + benefits ***An outstanding opportunity***

A fast-growing subsidiary of a highly successful, international Technical Materials group have an immediate vacancy for an experienced Sales Representative to promote their range of metallic products throughout the UK.

This outstanding opportunity would ideally suit a self-motivated professional man or woman with a proven record of sales achievement and a desire to progress into management. Previous experience of metallurgy and the electronic connector manufacturing market would be extremely advantageous.

An attractive remuneration package is offered by this Reading based company of £10,000-£15,000, commensurate with age and experience. Where necessary relocation assistance will also be provided.

If you are 25-35 and resolved to a prosperous 1985 please telephone or write for an application form, quoting ref: V105, to Peter Middleton, Director, Visual Selection Limited, Tricorn House, 51/53 Hagley Road, Edgbaston, Birmingham B16 8TG. Tel: 021-455 8999.

Visual Selection
Europe's 1st Video-centred Sales & Marketing Recruitment Specialists

Experienced Graduate

Production Management via Work Study

Attractive Salary ***Lake District***

As an autonomous subsidiary of an international Group, K Shoemakers has an enviable record of product innovation, growth and profit. In the last few years we have invested heavily in new factories, equipment and advanced technology. An important part of our success is also our commitment to the training and development of young graduates to positions of early responsibility.

As part of our current plans we wish to recruit a young manager who will quickly establish him/herself within the Work Study function. The task here will be cost saving manufacturing projects in our Cumbrian factories. This experience will form an ideal base after 9/12 months for a move into manufacturing, leading quickly to factory management.

Applicants should be graduates with 1 or 2 years experience in manufacturing, or those from another discipline who feel they may have made the wrong career choice. You must have the ability and ambition to accept responsibility quickly.

The opportunities are real and the rewards are good. In addition to a competitive salary we offer a first rate pension and life assurance scheme and where appropriate, generous relocation expenses to an area of outstanding natural beauty.

Please apply giving precise details of experience, qualifications and salary to: Graham Shaw, Personnel Manager, K Shoemakers Ltd., Kendal, Cumbria LA9 7BT.

K SHOES
CHANGE WITH THE TIMES. CHANGE TO K SHOES

Quality Manager

Our client is a division of a multi-million pound turnover company within one of the UK's most successful engineering groups. The current requirement is for a Quality Manager to join the division's senior management team.

Preferred candidates will be in the age range 30-40 years and qualified to Degree level in Mechanical or Electrical Engineering. They will have had some experience of an organisation in which product quality is an essential factor in commercial success. Knowledge of medium/heavy rotating machinery will also be an advantage.

Where necessary assistance towards the cost of relocation to the West Midlands will be available. The salary will be approximately £15000 per annum.

Interested applicants should write giving a detailed curriculum vitae to Confidential Reply Service, Ref: ABQ 851, Austin Knight Advertising UK Limited, Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising
BIRMINGHAM

Senior Sales Management at JCB

Articulated Loading Shovels

JCB are the leading UK manufacturer of earthmoving equipment, maintaining an impressive growth record, founded on product quality and the development of a first class UK distributor network. An outstanding opportunity currently exists for an experienced and successful Sales Manager to join our UK sales team in a position that offers immediate accountability, and excellent prospects for future career progression in the UK or overseas.

Your prime objective will be to increase the market share of our loading shovel and crawler excavator range of products, through the application of professional sales and marketing techniques, in a region that includes Scotland, Ireland, North-East England and East Midlands. This is a senior sales appointment, based at our head office in Rocester, and also includes some responsibility for sales of loading shovels nationally. Consequently we seek applicants (male or female) who have a thorough knowledge of the loading shovel industry and are able to demonstrate that their success in selling loading shovels and other earthmoving equipment, through a distributor network, has led to sustained career progression.

We expect the details above to be of interest to the top sales professionals in our industry, and accordingly we offer an attractive benefits package which includes bonus earnings, company car and relocation assistance where appropriate.

For further details and an application form, please contact Graham Barwell on 0889 590312, or forward a curriculum vitae to him at JCB Limited, Rocester, Uttoxeter, Staffs ST14 5JP.

JCB

Industrial Marketing

We are an International Welding Company, manufacturing and marketing special consumables and processes for use in the preventative maintenance welding field.

Due to expansion of the marketing department, an opportunity exists for a man or woman to take responsibility for the marketing of new and existing equipment, with the emphasis being placed on electrical equipment. The successful applicant will be based at Feltham, Middlesex and will report to the Marketing Manager.

Applicants should be aged 25-35 years, and must have a good engineering background, with an electrical qualification. A knowledge of welding equipment and processes would be an obvious advantage. The applicant must have the ability to progress project work with Company personnel without having direct line responsibility over them, and to meet project deadlines. Preferably, applicants will already be working in a marketing environment.

An attractive salary is offered, together with a Company car and other benefits normally to be found in working for a world wide Company.

Please write or telephone for an application form to: Mrs. H. Skipper, Personnel Officer, Eutectic Company Limited, Central Way, Feltham, Middlesex TW14 0UE. Telephone: 01-890 6571.

Eutectic

Sales Representative

Architectural Aluminium Systems

c.£12,000 package + car ***South East***

Kawneer are world leaders in the design and manufacture of high quality architectural aluminium systems, backed by an outstanding sales and marketing team.

As a member of this team, operating with a high degree of autonomy, you'll be selling high quality commercial systems through a network of authorised Dealers to Architects and Users. With the business acumen to manage your territory with the minimum of supervision, you'll be able to initiate new contacts as well as develop existing ones.

Aged 25-35, (man or woman) your first class sales track record will be allied to your flair, mechanical aptitude and the ability to read architects' drawings. However, product knowledge is not essential as full training will be provided.

The first class remuneration package includes a good salary with an additional performance bonus, which can add significantly to overall earnings. Company car and full life and pension cover are also provided.

For an application form, please write to or telephone: Terry Whitham, Southern Area Sales Manager, Kawneer UK Limited, Astmoor, Runcorn, Cheshire WA7 1QQ. Tel: Runcorn (09285) 63732.

Kawneer
ARCHITECTURAL ALUMINIUM SYSTEMS

Sales Engineers

c.£10,000 p.a. + 2 Litre Car

Buildex, the rapidly expanding construction fastener division of ITW Ltd., is currently seeking ambitious Sales Engineers (male or female) to cover:

Area 1 West Midlands/Glos/Staffs/Shropshire/Herefordshire

Area 2 Central and Northern Scotland

Aged 23-40 years, with an engineering background, you should have a minimum of 2 years' technical sales experience, preferably related to the cladding, the steel framed building or the construction industries. It is essential that you be a skilled negotiator at all levels, with the ability to solve technical problems quickly and efficiently.

For this interesting, challenging position, offering excellent career prospects in a successful, fast moving market, we are prepared to offer a salary of around £10,000 plus annual bonus, together with a quality company car for private as well as business motoring. All your expenses will be provided together with a range of employee benefits including free life assurance and four weeks' holiday.

For further details and an application form write to or telephone Mr. Ray Wheeler, Sales Manager, Buildex Division ITW Limited, Suttons Industrial Park, Reading, Berks. RG6 1HF. Tel: Reading 61044.

itw BUILDEX
A DIVISION OF ITW LTD.

Product Assurance Management

Hatfield

The Hatfield Division of British Aerospace Dynamics Group is responsible for Air Launched Weapons; Infra Red and Mechanical Equipment.

Expanding new business combined with a reorganisation within our Quality Department has resulted in the creation of a number of key positions in our Product Assurance Management team.

We are looking for 'young' professionals who can set their mark on new high technology programmes by:-

- ★ Initiating the quality requirements, policies and programmes for BAe, and major sub-contractors.
- ★ Raising the necessary quality plans to implement these programmes.
- ★ Managing the quality functions through the project life cycles.
- ★ Communicating at all levels through the company and with customer representatives.

We will expect candidates, male or female, to have a minimum H.N.C. plus appropriate experience with M.O.D. contracts in the aerospace industry.

The salaries offered will reflect the level of responsibility, experience and qualifications required for these positions, some of which offer the opportunity of working in collaboration with overseas companies.

In appropriate cases generous Relocation Assistance is available.

Please send your CV or a letter with relevant information, including current salary, FREEPOST to: The Employment Manager, British Aerospace Dynamics Group, FREEPOST, Hatfield, Herts. AL10 9BR.

BRITISH AEROSPACE DYNAMICS GROUP

RE-ADVERTISEMENT

District General Manager

Applications are invited by Wigan Health Authority for the new post of District General Manager.

The Authority is responsible for providing health care for a population of about 308,000. It currently employs 3800 staff and has a revenue allocation of £37m.

Applicants (male female) must have strong leadership qualities together with skills necessary to effect changes in a multi-professional situation and be able to demonstrate a successful record of general management at a senior level in a large organisation in either the public or private sector.

The appointment will be made initially for 3 years, extendable thereafter by mutual agreement. Remuneration will be negotiable, subject to experience.

Application forms and further information may be obtained by writing to the Chairman, Mr. A. Heckles, JP, Wigan Health Authority, Bryan House, 61 Standishgate, Wigan WN1 1UP or by telephone to the Chairman's Office tel: 0942 44944 Ext. 201. Closing date 4th February, 1985.

WIGAN HEALTH AUTHORITY

Assistant Company Secretary

Dowty Rotol Limited, a world leader in the design and manufacture of aircraft-accessory equipment employing 3,100 people, seeks an energetic, resourceful and flexible Assistant Company Secretary.

Reporting directly to the Company Secretary, this demanding post involves some man management, a very wide range of duties and a high degree of professionalism.

Applicants should be qualified Chartered Secretaries and between 25-35, who have already gained relevant experience within a large, industrial or commercial organisation.

The Company is situated between Cheltenham and Gloucester in the delightful Cotswold countryside. It offers a competitive salary, excellent working conditions and fringe benefits. Assistance with relocation expenses will be given.

Applicants, male or female, should apply to the Site Personnel Manager, Dowty Rotol Limited, Cheltenham Road, Gloucester, or telephone Churchdown 712424 ext. 1122 for an application form.

DOWTY

Senior Piping/ Mechanical Engineer

Steam Power Engineering ***London***

Our client is a diverse, established and highly successful international company among the market leaders in the Design, Manufacture, Sales and Commissioning of Power Plant Systems for industrial, marine and nuclear application worldwide.

A key member of a multi-disciplined team within the engineering group, you will provide the piping design and engineering expertise to meet clients' steam plant needs. You will determine, specify and undertake a broad range of pipework design, engineering, lay out and stress analysis and some ducting design. With full project involvement, you will input through materials specifications and proposals and liaise closely with clients and suppliers. There is excellent opportunity for professional and personal development.

Aged 30+, you must possess a minimum of H.N.C. or equivalent, in Mechanical Engineering. Sound experience in pipework and mechanical engineering design and stress analysis is important within the Petrochemical, Power Plant or Process Industries.

An excellent salary and benefits package is offered. Where necessary, relocation assistance will be given.

For further details, applicants, male or female, are invited to write enclosing full curriculum vitae to Bob Thorpe, STOKES THORPE & ASSOCIATES LIMITED, 1 Fairfield Avenue, Staines, Middx. TW18 4AB, or telephone him on Staines (0784) 59048, 9 (answer phone after hours).

Sales Technician

Pigments/Masterbatches ***S. England***

We are seeking a Sales Technician to take over our existing business in Southern England and to further develop the potential which exists for our products within the Plastics industry.

Candidates should preferably have a knowledge of pigments and masterbatches gained within the Plastics industry as well as selling experience. However, we would also be interested to hear from anyone who feels that they have the necessary drive and enthusiasm to make a successful career in selling as we are prepared to give full training to the right candidate. Preference will be given to candidates, male or female, within the age group 25-40 and some knowledge of the German language would be useful.

An attractive starting salary will be offered together with a company car, contributory pension scheme and BUPA. Relocation assistance will also be considered.

For an application form please contact 061-486 0735 (ansafone) or write to the Personnel Department, BASF United Kingdom Limited, P.O. Box 4, Earl Road, Cheadle Hulme, Cheadle, Cheshire SK8 6QG.

BASF

Water Injection Consultancy

OIL INDUSTRY

Oil Plus is the world's leading consultancy specialising in water injection technology for oil production. Part of a major UK public group, we operate worldwide from offices in the UK, Houston, Abu Dhabi and Singapore. Exciting growth and future prospects have created these challenging opportunities:

International Sales Executive

Based in the UK head office this position will initially cover a relatively established marketplace in Europe and Africa. In the longer term it is anticipated that the role will broaden to become one of a team operating worldwide. The successful candidate will probably be technically qualified with experience of selling engineering or technical consultancy services to the international oil industry. A knowledge of drilling, production systems, or water treatment would be advantageous but the essential requirements are a proven sales track record and a willingness to undertake extensive overseas travel.

Technologist — Water Injection Systems

The need is for a Chemist qualified to HNC or Degree level, ideally with experience of water injection systems or oilfield water analysis. The position will demand client presentations, site and laboratory based analytical work, water injection system start-up and operation and responsibility for control and administration of consultancy assignments. Although based at the company's UK offices the position will require visits of varied duration to oilfield locations throughout the world.

Contract Engineer

Involvement in troubleshooting and other Consultancy roles will require a practical and flexible outlook from an experienced degree or H.N.C. qualified Contracts Engineer who will work on water injection package supply, installation and commissioning contracts.

Applicants should have experience of relevant oilfield equipment codes and standards, and the ability to work without supervision at client or vendor locations.

All these positions will command attractive employment conditions appropriate to status and overseas travel involved. Relocation assistance if applicable. Age range 27-40 years.

Applicants should send a full c.v. or request an application form.

OIL PLUS
Oil Plus Limited, Wessex House, Oxford Road, Newbury, Berks. RG13 1PA. Telephone: (0635) 30228

Are you Sales Management Calibre?

Basic Salary £10,000 to £16,000
(According to grade)
Plus Commission and Quality Car

If your strength lies in equipment sales, or you have an outstanding record in any sales field, here's a genuine opportunity to attain management status with one of the most successful business machine companies in the UK.

Our client is currently recruiting experienced salespeople living in a 40 mile radius of London with a strong dedication to marketing their top quality products for industry and commerce. Backed by a first-class product development and after-sales service, with a well-defined company structure firmly committed to a policy of internal promotion, there is great managerial potential for the ambitious and energetic high achiever. These senior positions command a salary of up to £16,000 pa, plus commission with a quality company car and generous expenses completing the package.

To arrange an initial discussion on these exciting opportunities, call Dodie Greig, TODAY, on 01-486 5877, or write to us quoting reference: L/1051/SM at:

IAS
LONSDALE ADVERTISING SERVICES LTD
Hesketh House Portman Square London W1H 0JH

GENERAL MANAGER – DISTRIBUTION CENTRE

North Home Counties

c. £18k + car

- Aged 35 to 50
- An experienced Manager preferably in warehousing and distribution who has personally managed over 100 people.
- Experienced in financial control and able to run a profit centre.
- The successful applicant will be experienced in good industrial relations and be able to lead and motivate a large workforce.

Our client is a large and successful company which is expanding very fast and is a leader in the field of warehousing and distribution. Controls are computerised and the company uses the latest mechanical handling, thinking and methods. The appointment offers an outstanding career for someone of ability who is prepared to work hard and make a major contribution to the profit of the group. Salary will be dependent on experience.

Applications should be made in writing only, together with a detailed CV and addressed to Anthony Falcon, quoting ref. 428A:
COURTENAY STEWART INTERNATIONAL LIMITED
Management Selection and Recruitment Consultants
11 Maddox Street, London W1R 9LE. Tel: 01-491 4014

New Directions in Broadcasting R&D

INITIAL SALARY TO £12.5K

Image Processing
Data Multiplexing
Digital Audio
Higher Definition Television
Analogue & RF Processing

With the advent of direct broadcasting by satellite (DBS) and developments in cable distribution, digital VLSI, and display technology, we are entering a new era in the history of broadcasting.

The IBA, with its major contribution to the development of the C-MAC system - adopted as the standard for DBS by the European Broadcasting Union - continues to play a leading role in developing and providing the new broadcasting systems and standards for the future.

Currently many important projects - ranging from higher definition television to new broadcast data systems - are in progress at our well-resourced laboratories. To help expand this research programme, we have a number of vacancies for young graduate Electronics Engineers with R&D experience who are keen to join us at the forefront of technology and to pioneer new developments in Broadcast Engineering.

Starting salaries may be negotiated up to £12,500, with opportunities for further career progression, and the benefits package includes generous assistance with your relocation to this attractive rural area close to the ancient city of Winchester.

For more information, please forward your CV to - or request an application form from - Michael Wright, Personnel Officer, Independent Broadcasting Authority, Crawley Court, Winchester, Hampshire SO21 2QA, quoting reference DT/ENG. Telephone: Winchester 822270.

IBA INDEPENDENT BROADCASTING AUTHORITY

هكذا من الأصل

Austin Knight Advertising

London: 01-437 9261 Birmingham 021-454 7351, Bristol 0272 422681, Chelmsford 0245 350250, Egham 33962, Glasgow 041-248 6171, Manchester 061-834 8723, Newcastle 0632 614044, Sheffield 0742 680251, Southampton 0703 38711, Welwyn 7052. North America, S. Africa. Affiliates in Europe and Australia.

Financial Managers

Whitbread Finance Services

Following recent Company re-organisation, Whitbread Finance Services are restructuring their function and standardising accounting systems and working practices.

Finance Services will now be based upon Divisional Accounting Control Centres, using IBM computers to provide both Statutory Accounts and Management Information for Whitbread Breweries, Inns, Services and Trading Divisions.

This re-organisation has created the following Financial Management opportunities for men and women at our Cheltenham, Luton and Sheffield Control Centres.

Deputy Accounting Manager — Cheltenham

The person appointed will control all national financial data to the Services Divisional Systems so that all statutory and management information can be provided as necessary. You should be 30+ and be able to motivate staff and operate to very high standards. An accounting qualification is essential.

Accounts Payable/Fixed Assets Manager — Cheltenham

You will control all supplier accounts relating to the Services Division using the M.S.A. accounts payable package and also, on a National basis, all financial information relating to the Services Divisional Fixed Assets using the F.A.S.C.I.A. package for assets reporting and an 'in house' system for capital reporting. You should be 25+ and able to motivate and operate to high standards and disciplines.

Trade Accounting Manager and Supervisor — Cheltenham and Sheffield

In order to support our Regional 'in house' Sales Invoicing System we require a manager at Sheffield and a Supervisor at Cheltenham. For both of these positions experience in a computerised sales accounts environment is essential.

Inns Accounts Manager — Luton

You will use a PPL general ledger package system to control and monitor the input to the Inns Division Database, ensuring that all accounting controls and relevant balance sheet control accounts are maintained. A good manager is required who can communicate effectively at all levels of the business.

Accountancy Assistant — Sheffield

You will assist in the preparation of the Finance Services Budgets, Costs and Management information. You will also help develop and use Personal Computing methods which interface with mainframe systems. This position would suit a partially qualified accountant.

As well as excellent salaries we offer company benefits which include BUPA membership, an employee share scheme and 25 days holiday.

Please write with full career details to Mr. P. W. Clark, Finance Services Manager, Whitbread & Co. plc., Whitbread House, Park Street West, Luton LU1 3BG.

ESTD 1742 WHITBREAD

Marketing Executive

c.£9,000 — *North of England*

Have you a flair for,

★ Organising conventions, conferences and customer functions?
★ Running sales competitions and other promotional campaigns?
★ Designing audio visual and sales presentations?
★ Writing exciting copy?
★ Motivating independently minded Consultants and Distributors?

We need someone between 24 and 29, male or female, with either industrial or Agency experience, who can help the Managing Director with all of the above functions.

We are a medium sized, privately owned, company in the North of England producing high quality products for the World market. Company policy is to keep abreast of latest technology and to market its products through completely independent Distributors.

Negotiable salary with excellent benefits and an ideal opportunity for an exceptional person with drive and initiative to play a vital part in the company's future.

Please send resumé or detailed letter in confidence to:- Mr. C. J. Callaghan, Director, Belzona Molecular Limited, Claro Road, Harrogate, North Yorkshire HG1 4AY.

BELZONA MOLECULAR

Market Development Executive

Offering an attractive package

Pembroke Packaging is a major UK subsidiary of Swedish Match whose packaging operation is one of the largest in Europe.

We now have a vacancy for a Market Development Executive, responsible to the Marketing Manager. You will be required to develop sales of our unique packaging systems, in an area covering the whole of the UK.

You will, ideally, have industrial selling experience, preferably in carton packaging, plus the marketing and administrative skills necessary to identify and promote applications. Drive and enthusiasm are personal pre-requisites — necessary to grow with the company.

Together with a company car, we offer an attractive package with a salary reflecting your experience and ability, pension plan and life assurance scheme, plus assistance towards relocation expenses where appropriate.

Written applications from men or women, including your c.v. to date, should be sent to the Personnel Manager, Pembroke Packaging, Paycocke Road, Basildon, Essex. Telephone: Basildon 20272 for more details.

Deputy Development Manager

c.£16,000

Philips Domestic Appliances at Halifax is the U.K. development and manufacturing operation for home laundry products of the international Philips organisation.

Leaders in the field of high quality washing machines and tumble dryers which are manufactured at Halifax, Philips Domestic Appliances is expanding its range requiring a challenging programme of product development.

As a result of this, an opportunity has arisen within the Development Department at Halifax for an experienced Electro/Mechanical Engineer to become directly involved in the initiation and direction of new designs of Home Laundry. The appointment could offer career advancement within a few years due to future succession planning requirements.

The activity covers many facets of engineering disciplines and calls for imagination in design and thorough knowledge of production processes. Design projects will result in new products covering the next 10 years and the development work will require close liaison with the Philips Main Industry Group in Italy and with the U.K. Commercial Division.

The successful applicant (male/female) will be required to direct a range of Development projects on new products and major modifications to existing designs.

Graduate Engineers should apply, who can demonstrate extensive experience in Electro Mechanical design in a similar quantity production engineering environment, and who have knowledge of the design problems of components made of plastics, rubber, sheet metal, and of electrical and electronic assemblies and motors.

The appointment offers a company pension; house cover scheme, together with other attractive fringe benefits.

The preferred age range is 35 to 45 years and applicants are required to forward a current C.V. giving clear dimensions of experience together with a brief written summary of reasons for applying to: Derek Raines, Personnel Manager, Philips Domestic Appliances, Lightcliffe Factory, Hipperholme, Halifax, W. Yorkshire HX3 8DE.

PHILIPS

Senior Credit Control Manager

Negotiable c.£18,000 p.a. + car — *Thames Valley*

Our client is a major company within a rapidly expanding high-tech British group.

They are looking for a Credit Controller who, reporting to the Finance Director, will be responsible for all credit vetting, cash collection and credit procedures.

Candidates (male or female) should have several years' management experience in a fast-moving, quick decision making, marketing based organisation preferably used to dealing with a large volume of customer accounts. You're likely to be a member of the Institute of Credit Management, and will be confident in your ability to communicate well at senior levels with both major clients and highly professional sales people. The ability to organise and control a team is essential.

Your energy, self motivation and ambition will be met by the challenge of working for such a dynamic young organisation.

Please write enclosing a full c.v. to Confidential Reply Service, Ref: ASC 9155, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising LONDON

Sub-Contract Management

Capital Projects

GEC Turbine Generators is a world leader in the design, development and manufacture of advanced steam turbine generators, and the supply of complete power stations.

Comprehensive capital projects are managed by the company's Power Station Projects division which is responsible for a number of multi-million pound contracts in various parts of the world.

Expansion has created further opportunities for purchasing and commercial engineers to join the Division at its Headquarters in Rugby.

There are vacancies for mechanical and electrical engineers who will take full commercial responsibility for the management of substantial sub-contracts from start to final delivery. The company's policy is to sub-contract complete systems wherever possible, rather than order individual items. Thus, project management skills — the ability to liaise effectively with and influence other company departments and sub-contractors — are essential.

Highly motivated and ambitious engineers (male or female) of graduate calibre, who have proven experience in a commercial role within a capital project engineering environment, are needed.

Competitive salaries, together with the employee benefits associated with a large company, are offered and assistance with relocation costs is available where appropriate. Please write with full c.v. to Mr. A. M. Brown, Director and General Manager, Power Station Projects Division, GEC Turbine Generators Limited, Willans Works, Newbold Road, Rugby, Warwicks CV21 2NH.

GEC Turbine Generators

Sales Force Expansion

Chapmans supply stationery, office equipment, and computer peripherals to commerce, industry, and governmental and educational Authorities throughout the United Kingdom.

We are seeking experienced sales people (male or female), in the South East, who have the ability to sell and negotiate contractual agreements of various types and to build the business in line with Chapmans growth plans.

On offer is an attractive income package, a company car and the usual fringe benefits.

If you are interested in joining a professional sales team operating in this interesting and dynamic market please write or telephone for an application form to: Mr. R. G. Underwood, H. J. Chapman & Company Ltd., Ledbury Park, Ledbury, Herefordshire HR8 1PH. Telephone: 0531 2121.

CHAPMANS

Divisional Manager

c.£25,000 + 2.3 litre car — *Northern England*

As the UK subsidiary of an international high quality capital equipment manufacturer, our client has experienced a healthy growth rate since their establishment 10 years ago and currently enjoys a £50-million turnover.

They now need to appoint a Divisional Manager to head up their Northern Division, one of three semi autonomous geographical regions concerned with the sales, marketing and servicing of their range of market leading products.

Based in Leeds and reporting directly to the UK Sales Director, your brief will be to assume complete management and profit responsibility for the region which has a sales and servicing team of around 60 people. In particular, you will be required to give substantial support and back-up to the sales team.

Aged between 35 and 45, your senior line management experience in a sales/service oriented organisation, combined with your well developed range of management skills will qualify you for this challenging appointment.

Our client is offering a package which will guarantee minimum first year earnings of £25,000 and include a 2.3 litre car and attractive benefits. Growth potential within the division, when realised under your motivational and management leadership, can from there on bring you in excess of £30,000 per annum. Relocation expenses are available if required.

Interested men and women should write with full career details to Confidential Reply Service, Ref. ABD 9153, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising LONDON

Seismic Personnel

GECO UK are expanding their land seismic operations and require the following categories of personnel. All applicants must have the expertise and enthusiasm to further enhance GECO's reputation.

Field Service Engineer

The successful applicant will be based at our offices in Orpington assisting the instrument supervisor carrying out routine maintenance and supporting GECO's land seismic operations in the UK and overseas. Experience of Sercel SN348/CS 2502 and Vibroseis* techniques is essential and preference will be given to applicants with a sound field seismic background.

Senior Observer, Observers and Assistant Observers

A degree in Electronic Engineering or related discipline is required for all Observer positions.

No previous experience is necessary for Assistant Observers although preference will be given to applicants with industrial experience.

For the Observers and Senior Observer the minimum experience required is 18 months and 4 years respectively, in land seismic operations, including the use of Sercel SN348 equipment. In addition, the Senior Observer should have a sound understanding of Vibroseis* operations.

Assistant Surveyor

A fully qualified surveyor is required for this position but no previous seismic experience is necessary.

Senior Driller

We are looking for a seismic driller with a minimum of 4 years experience in land seismic operations, including the use of lightweight portable drill rigs.

Senior Mechanic and Mechanic

Applicants for these two positions should have completed a relevant apprenticeship. Minimum experience in vehicle maintenance following apprenticeship is 1 year for the Mechanic and 4 years for the Senior Mechanic. Preference will be given to applicants with experience in seismic operations.

Salaries, based on experience and ability, will be competitive. GECO operates a comprehensive benefits system which includes BUPA, Life Insurance and Permanent Health Insurance.

All applications will be treated in the strictest confidence and should be addressed to: The Personnel Department, Ref: DT/ 1, GECO UK, The GECO Centre, Knoll Rise, Orpington, Kent BR6 0XG.

GECO

*Trademark of Continental Oil Company Limited

Metal Finishing Engineers

Glacier — Solving present problems, researching future techniques

Glacier Metal, Europe's leading manufacturer of plain bearings, is a major British company with a multi-million pound turnover.

We are now looking for the following suitably qualified people:

Research Investigator

The person appointed will undertake a programme of Research and Development in a specialised field of electroplating. You will be involved both in the extension of existing process technology and overlay compositions as well as other finishing techniques and materials.

Project Engineer

Reporting to a Senior Engineer you will be concerned with problem solving of a technical diagnostic nature, involving electro-chemical technology. You will help to resolve projects that are investigating and developing metal finishing processes for both new and existing techniques. Assessing, evaluating and recommending on new plant and equipment is also part of your brief as is the preparation of product and process directives.

Applications for both the above positions are sought from graduates (male or female) in Chemistry or Metallurgy who have several years' experience in electroplating research or production.

Please telephone or write, enclosing a full c.v. to: B. H. Paine, Personnel Services Manager, The Glacier Metal Company Limited, Ealing Road, Alperton, Wembley, Middlesex HA0 1HD. Tel: 01-997 6611.

GLACIER

An Associated Engineering Group Company

Our future looks good.... how about yours?

Sales Representative: South East England

As a soundly-based, forward looking member of the Delta Group, we are confident of a successful future and are looking for sales professionals with confidence in their own ability to develop their career within a growing organisation. A major force in our field – the manufacture of non-ferrous metals – our market sectors include electrical, building, precision machined parts and stockholding.

Your job will be to work closely with our Area Sales Manager, selling to existing customers and actively pursuing new accounts throughout our South Eastern sales territory.

Aged between 25-35 with a successful sales track record, you'll need the initiative and drive to create orders from opportunities. Experience in the brass industry although not essential would be an added advantage.

In addition to an attractive salary, bonus, company car and relocation expenses (if applicable) you can also expect opportunity for career progression within one of the U.K.'s largest group of companies.

If you share our confidence in the future and can prove you've the ambition and determination to succeed, we'll place our confidence in you.

Write with brief career details or telephone for an application form to: Mrs. M.P. Westwood, Personnel/Training Officer, Delta Extruded Metals Company Limited, Greets Green Road, West Bromwich, West Midlands, B70 9ER, Tel: 021 553 6188.

DELTA

Project, Design, Quality and Production Engineers.

Join a team in pursuit of excellence.

There's a special skill in producing domestic appliances that are both easy to use and easy on the eye.

At TI Domestic Appliances, it's a skill we have in abundance.

And we use it to considerable effect in designing and manufacturing products ranging from central heating to highly functional, elegant hollow-ware.

But we recognise that, in our business, we simply can't afford to mark time.

Which is why we're making a major investment in men and women whose creative engineering ability and shrewd commercial awareness will give our new products the looks and the performance, the style and the quality that consumers have come to expect from anything which carries one of our brand names.

If you're the kind of man or woman we're looking for, we expect that you'll be familiar with consumer products engineering already.

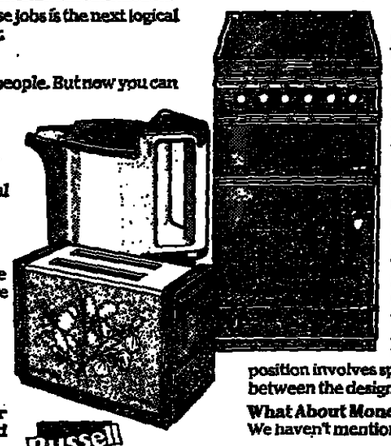
Even so, you'll find the hands-on involvement, the stimulus of short lead times, the close collaboration with marketing people and the sheer challenge of creating products that live up to our name all add up to an environment where you can work to maximum effect, and with maximum satisfaction.

And you'll probably find that one of these jobs is the next logical career step that you've been looking for.

Project Managers
You're already running a section of 2-3 people. But now you can step into a job that puts you in control of the work of a larger design and development team working from broadest concepts to finished products. You'll probably be in your late 20's, or early 30's with a finely honed commercial and managerial sense.

Design/Development Engineers
Originality and a truly creative engineering approach that's much more than merely cosmetic is the big challenge in this job, which is concerned mainly with heating and cooking products.

Quality and Reliability Engineers
Working mainly on either smaller electrical products, or gas appliances (where you will need sheet metal and/or machining experience), your task would be to make sure that our traditional standards sacrifice nothing to tight lead times.



Electrical/Electronics Engineer
With around 2-3 years' experience in electronic controls, you'd have the opportunity to create truly novel solutions to control problems – and some equally novel product features.

Product Designers and Design Draughting
With experience in electrical work. Working closely with a team of industrial designers, you'd face the challenge of turning some very original design concepts into engineering features that can be manufactured to the tightest cost and quality constraints.

Production Engineers
It's a high volume environment making the most of new technology. Working in a team, you'd be up against short lead times with just about every project. One position involves specific responsibility for effective liaison between the design and manufacturing functions.

What About Money?
We haven't mentioned specific salaries because our prime objective is to attract people up to a quality, not down to a price. All we'll say is that if you meet our demands we can probably meet yours.

Because we're recruiting right across the board, we could probably offer you a choice of locations – Stoke-on-Trent, Belper in Derbyshire, or Warrington. And we'll offer you relocation expenses that will help you to settle in quickly and painlessly.

If you possess a degree or HNC as well as relevant experience, and you're impatient to learn more, put in a call.

Phone 01-434 2721
between 11 a.m. and 7 p.m. today, or up to 2 p.m. tomorrow.

Alternatively, please write with brief personal and career details, quoting reference TI 241, to: Austin Knight Selection, London W1A 1DS. Applications will be forwarded unopened; interviews will be held locally.

Parkray TOWER Creda Russell Hobbs NEW WORLD GLOW-WORM

WHITE GROUP ELECTRONICS

INDUSTRIAL SALES

South England Midlands Scotland

9 out of 10 of the UK's top companies have installed White Group security systems.

We now require additional experienced, professional sales personnel to maintain our continued growth.

The successful applicants will have a proven track record in selling capital equipment in a highly competitive market place and will probably be between 25-35 years of age.

A high level of self motivation and discipline is essential to meet the requirements of this demanding position.

Salaries for the high level of commitment will be a very substantial basic salary together with a realistic commission structure.

The right people for these positions will earn in excess of 20K per annum and will receive a range of large company benefits, including a company car.

If you believe you meet our exacting criteria and would like to join our dynamic team, then write or telephone

Stephen Wheeler, National Sales Manager at 21 Golden Square, London W1. Telephone: 01 734 8282.

TWO SALES EXECUTIVES MIDLANDS; WEST LONDON & HOME COUNTIES

ICC Machines Ltd., are leading manufacturers of a diverse and comprehensive range of coin counting, sorting and packaging machines, part of our expansion programme requires sales representatives to introduce our new range of machines and sell our existing products, together with the new currency control systems, in the above areas.

Selling to banks, security companies, public authorities, transport and retail organisations, a proven sales record, possibly in the business machine field, would be an advantage to the technically minded although thorough product training will be given.

Suitable applicants aged between 25 and 45 will be offered salary and commission around £9-12k with a Sierra or Cavalier 1600 estate car, pension and life insurance. On target earnings (most likely achievable in the second year of working) would be nearer £14-16k.

Please write to: Mr. R.B. Townson – Sales Director, ICC Machines Ltd., Alexandra Road, Enfield, Middlesex EN3 7ES. (Quote ref. no: 263 on envelope.

ICC — *A member of the Coin group*

SALES MANAGER BUSINESS INFORMATION CIRCA 13K

Our client, based in the city, is widely recognised as one of the major providers of business information in the U.K. and are well established amongst the market leaders.

Due to continued expansion, they require a Sales Manager to develop their existing client base and extend their services into other areas. This position requires a person to develop and expand an already successful sales team. The ideal candidate will have management experience although this position provides an opportunity for those who are ready to accept the challenge of their first "managers" role.

You will be:-
- M/F aged 25 +
- preferably experienced within the credit information market
- living within the Greater London Area
- energetic and self motivated
- able to accept increasing responsibility
- able to motivate and develop a sales team

the rewards are:-
- starting salary 10.5K
- profit share bonus
- and the usual benefits associated with an established organisation.

If you feel you have the drive and ambition to take on this challenging position, then write enclosing full personal and career details or telephone:-

David Hoddy (ref: DH/50)
Resource Maximisation International,
Stancrest House, 16, Hill Avenue,
Amersham, Bucks. Tel: (02403) 28851

resource maximisation

Technical Manager

(Packaging/Process Machinery)

Norwich — Attractive salary

Can you meet the challenge of designing 'tailor-made' machinery for the fast-changing food industry?

Do you have the tenacity to control projects from conception right through to installation?

A reputation for exceptional quality has brought our client international success. With full order books for their meat slicing and packaging machines, they now wish to further increase their technical expertise by appointing a high calibre Manager to co-ordinate a team of 14 Project, Design and Development engineers.

Aged 35 or more, with a degree-level engineering qualification, you should have considerable experience in design and project management in either mechanical or electronic engineering although a working knowledge of both is essential. Your enthusiasm and commitment, backed up by a sound commercial sense, will enable you to motivate your engineering team to achieve quality and cost targets within production deadlines.

The generous rewards package includes a salary negotiable above £18,000, annual bonus and assistance with relocation to this attractive area if appropriate. In addition, there are excellent prospects for career development within this progressive company.

Telephone Carol Robins on Norwich 619287 for an application form.

ERAS

Shell U.K. Exploration and Production

OFFSHORE DESIGN ENGINEERING

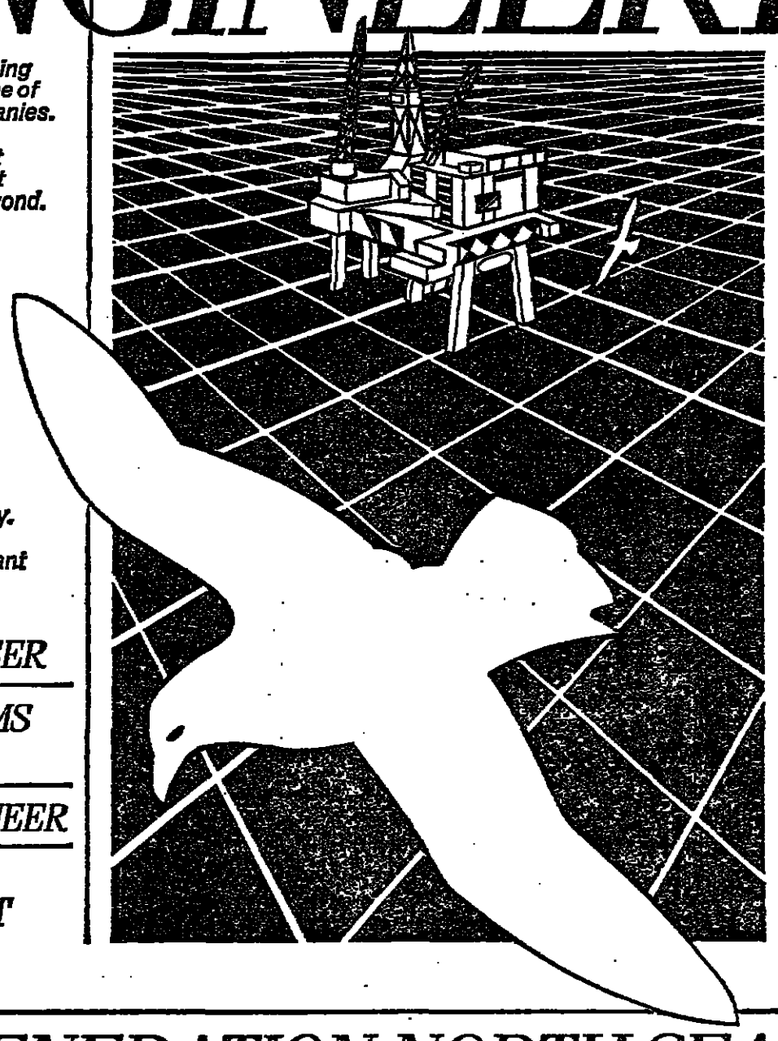
With 17 major installations producing oil and gas in the North Sea we are one of the leading offshore operating companies. Moreover, the results of exploration surveys already conducted show that we have the potential to maintain that position into the next decade and beyond. During 1984, we created a number of project teams in order to begin work on the development of this new generation of North Sea fields. These teams will be joined by others in the coming years. This expansion in the scale of our operations is generating a need for the recruitment of professional engineers of the highest calibre; engineers with the technical skills and imagination to uphold and, indeed, enhance our ability to recover oil and gas reserves efficiently. Specifically, we are now seeking graduates, with at least 6 years' relevant experience, for each of the following positions:

PIPELINE DESIGN ENGINEER

FIRE AND SAFETY SYSTEMS DESIGN ENGINEER

FACILITIES DESIGN ENGINEER

ROTATING EQUIPMENT ENGINEERING SPECIALIST



SENIOR METALLURGIST

WELDING SPECIALIST

PIPING DESIGN ENGINEER (HNC level qualification acceptable, if combined with 10 years' experience)

ELECTRICAL ENGINEER

PROCESS ENGINEER

STRUCTURAL ENGINEER

In all of the above disciplines, it is essential that you are able to bring to us high levels of specific expertise. In return for that, we can offer attractive remuneration packages and, stemming from our planned future achievements, genuine opportunities for career development towards positions in project management.

Although these posts will all be based in Central London, we also have openings for similarly qualified engineers at our Operations Base in Aberdeen.

Please telephone 01-257 5001 for an application form, or write, enclosing a full C.V. to: Shell U.K. Exploration and Production, Attention UEP/152, Shell-Mex House, Strand, London WC2R ODX. Please quote Ref: DT 24185.

NEW GENERATION NORTH SEA PROJECTS

ENGINEERING MANAGER ELECTRICAL and MECHANICAL

This new management post will be of particular interest to professionally-qualified Electrical Engineers with background experience in power generation and distribution relating to large industrial manufacturing plants.

Our Client has its own generating power station and electrical distribution system plus an extensive service network supplying process steam, compressed air, water, etc. – all contained in their complex 50 acre site.

Reporting to the Chief Engineer you will be responsibly involved in all new capital investment programmes including plant, building services, etc. plus the management of all site services (electrical, etc.) and related personnel.

You should have 7-10 years Engineering Management experience in manufacturing industry covering the areas mentioned above. The age indicator is early 30's (but flexible).

This senior post carries an attractive salary plus annual bonus, 5 weeks holiday, free private health scheme, contributory pension and sick pay, health centre, subsidised restaurant.

Location is in a beautiful part of East Anglia with excellent housing at realistic prices (relocation package provided) plus good schooling etc.

Please call G.L. Brown on 01-637 0212, or write (ref. GJ263).

IPG Technical Recruitment Ltd.
Julco House, 26-28 Gt Portland St., London W1N 5AD Tel 01-637 0212 (24hrs)
Professionals in Selection & Search

Sales Management

(Metal Packaging)

Nacanco Limited is a major subsidiary of the National Can Corporation of Chicago, manufacturing a wide range of metal containers for the beer, beverage, food, paint and industrial finishes industries from four UK Factories.

Our sales-force spearheads one of the most progressive management teams in the UK. We are seeking to strengthen our sales function to provide for even greater market penetration. Candidates must have a proven sales record in a fast-moving company preferably in metal packaging or a related packaging industry.

Career prospects are outstanding and compensation, benefits and environment are conducive to achieving personal goals and objectives.

Please write with full career details and salary progression to: Mr. J.W. Taylor, Group Personnel Manager, Nacanco Limited, Houghton Hall, Houghton Regis, Dunstable, Beds. LU5 5DY.

Nacanco Limited

TRAINING MANAGER

C. £10,000, PROFIT SHARE + CAR

Blue Arrow have been in the recruitment business for nearly 10 years. Our clients range from large 'Blue Chip' companies to local businesses. Our service to such companies includes pre-selecting staff for permanent employment and supplying temporary staff for long and short term contracts. During the last 12 months our branch network has increased by 50% giving us virtually national coverage. This has meant the creation of a totally refurbished and modernised training centre at our Head Office in St Albans.

In line with this expansion we are about to appoint a second Training Manager to assist in the running and development of all aspects of training. From the basic training of new recruits in the employment agency business to specialist Management Training Programmes. He/she should be aged between 25-35 with experience of working in recruitment agencies or a good commercial training background. Both, of course will be a distinct advantage. Applications are invited, in strict confidence, from suitably qualified candidates (male and female) to:

Jim Clarke FECI Director Blue Arrow Personnel Services Ltd Blue Arrow House Camp Road St Albans Telephone: St Albans (0727) 66266.

BLUE ARROW PERSONNEL SERVICES

Managing Director

SGM

From £25,000+profit share+equity

S. G. Magnets is the leading UK manufacturer of sintered magnets and has ambitious growth plans. It is a profitable company with a t.o. of £4M of which about half is exported. It plans to expand rapidly by product and market development and innovation. The company was acquired from a major group by the Executive Directors backed by a consortium of City institutions in a management buy-out a year ago. The present MD is retiring due to ill health.

Man or woman, you will probably be a professional engineer aged about 40 with developed business skills and leadership qualities. Your background will include both the manufacture of high volume, precision engineered components and marketing. You will have run a profit centre of at least £5M and a knowledge of the magnet-user markets in the UK and overseas would be useful.

The package offered will include salary, profit share, company car, pension and the opportunity to acquire an equity stake. Location – Rainham, Essex.

Please write enclosing c.v. in confidence to:
Philip Plumbley

Plumbley/Endicott & Associates Limited,
Premier House, 150 Southampton Row,
London WC1B 5AL.

Plant Operations & Engineering Staff

Sellafield is a recognised world centre for nuclear fuel reprocessing and has undergone a significant growth programme in recent years. We are now looking for Operations and Engineering personnel to support major new high technology plant.

Applicants should be aged between 24 and 30 and have a good honours degree in either Mechanical Engineering, Instrument/Control Engineering or Chemical Engineering. Membership of the appropriate Institution would be an advantage.

Applicants should ideally be employed in, or have substantial post-graduate experience in petro-chemical or heavy chemical process industries. Applicants for the engineering posts should have held a first position of responsibility preferably with experience of commissioning or plant maintenance. Instrument/Controls Engineers should have experience of complex "state-of-art" process control systems. Operations personnel should have practical experience of large capital plant operations in an industry where plant safety is well defined. For all areas some staff-management experience would be useful.

An initial salary package of around £9,000 rising to £10,500 is offered. Additional benefits include an excellent contributory superannuation scheme, generous relocation allowances and other conditions of service appropriate to a major company.

Applications are invited from suitably qualified men and women who should write or telephone for an application form to Mrs. L. J. Holman, British Nuclear Fuels plc, FREEPOST, Employment Centre, Sellafield, Seascale, Cumbria CA20 1PG or telephone Seascale 27724 (24 hour answerphone).

BNFL

We are one of the world's leading companies in the field of resource recovery from waste and low grade by-products.

We develop processes for the dairy, food, distillery, brewing, pharmaceutical, agriculture and paper industries to produce methane, fertilisers, high value chemicals, solvents, enzymes and polysaccharides by utilising microbiological, chemical and genetic engineering techniques.

mass

SALES MANAGERS

To support our increasingly successful sales effort, we require 2 new Sales Managers, male or female, aged 28 to 40 with successful international track records in process design and capital equipment sales. Candidates should be technically qualified and ideally speak a second language.

These are exceptional opportunities to join a fast expanding biotechnology company with ample scope for career development both in the UK and internationally.

A Company car will be provided. Salary will be in the range £15,000 to £20,000 based upon previous experience and track record and a share option scheme is available for these senior positions.

Please apply giving full details in confidence to:
Personnel Department,
Biomass International
PO Box 54
Chester CH1 3XY.

Biomass International

CARDIOVASCULAR PRODUCTS SALES SPECIALISTS

Generous five figure salary + car

Our client markets a leading range of products covering the main areas of cardiovascular therapy.

As part of their expansion plans in 1985 they are looking for candidates based in the following areas:

North London/North Home Counties · South London/South Home Counties · Manchester · Newcastle/North East · South Wales/South West · Birmingham/West Midlands · Liverpool · Scotland · Oxford/Wessex · East Anglia · Trent/Yorkshire.

Candidates aged 25-35 years with minimum 'A' level qualifications should be experienced sales representatives who can demonstrate a record of successful sales achievement. Call us now for an early local interview. Ask for F Maranelli or J Eames. Tel: 01-242 4266 or 01-831 6471.

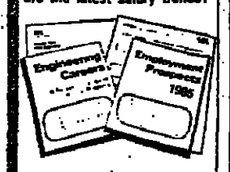
SCIENTIFIC STAFF CONSULTANTS
50 Lincoln's Inn Fields, London, WC2A 3PF.

SSC

ENGINEERS

CHANGING YOUR JOB?

How long should it take? What difference does a good degree really make? What are the latest salary trends?



Our FREE job-finders package has all the answers for professional engineers. If you're under 40, have BSc/HND/HNC and are seriously seeking a new career position, contact the specialists today!

Strategic Recruitment Ltd
SRL FREEPOST Challenger House London W3 8BR
01-993 6179 ANYTIME

Management Training Specialist

Herts — to £14,000

"a practical approach to a perennial problem"

A leading pharmaceutical company firmly committed to 'people development', our client is entering a period of sustained business growth. A testing time undoubtedly, in which the Training function must play its part.

With responsibility in the area of Training and Manpower development, your brief will involve three main areas. Firstly, a 'selling' role, where you'll promote the training need to line management, research scientists and technical staff alike – no easy task, and one which will test your interpersonal skills to the full. Secondly, you'll identify training needs, design and implement programmes and develop individuals to realise their true potential. Thirdly, you'll closely monitor the effectiveness of development programmes in accordance with commercial and strategic objectives.

This is a demanding role requiring a wide range of skills. A graduate (ideally in Behavioural Sciences) now in your late 20's/early 30's you'll have a strong background in personnel and training. A knowledge of psychometric testing and counselling is very important as is the ability to sell your ideas to management. Last but by no means least you'll see this role as a stepping stone in your own career development.

Send a CV to Isobel Dixon at:
Macmillan Davies, The Old Vaults, Parliament Square, Hertford SG14 1PU.

Macmillan Davies Personnel Consultants

Group Financial Control

SUSSEX COAST — c £15,000 + bonus

Our Client, a highly successful £50 million turnover Group, operates in the specialist area of sales and distribution of building products and services. A number of additional businesses provide essential support to both Group Companies and third parties.

The Group Financial Manager, who is also a main Board Director, wishes to appoint an Accountant who will play a leading role in the development of accounting policy and practice. The Group philosophy is to encourage flair and creativity in business managers rather than restrict it with rigid control systems. Particular areas of involvement will include budgeting and forecasting, cash management and the preparation and interpretation of Group accounts.

Applicants aged 40-50, must be qualified accountants with wide experience of financial mangement. The ability to gain the confidence of Directors and make a significant contribution to policy in a progressive multi site/multi business environment is essential.

REWARDS: Salary is for discussion c £15,000. Benefits include a substantial performance related bonus, pension scheme, BUPA and assistance with relocation where necessary.

Applicants of either sex apply in confidence. **Ref: 981**

Hales & Hindmarsh Associates Ltd.
Century House, Jewry Street,
Winchester, Hampshire
☎ (0962) 62253
Search and Selection

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International Recruitment

178-202 Great Portland Street, London W1N 5TB. Tel: 01-631 4411.
8 Mathew Street, Liverpool L2 6RE. Tel: 051-236 1724.

Manager – Process Engineering

A highly qualified, highly motivated engineer to grow with us.

Up to £18,000+car+ relocation. West London

BOC Limited is the UK and European operating division of the BOC Group, which is a world leader in the production of industrial gases and has major interests in other manufacturing and specialist distribution.

We pride ourselves on being at the leading edge of developing process plant technology and a major programme of capital investment is due to commence in 1985. Due to internal promotion we now wish to appoint a highly motivated Manager Process Engineering who will take an active role in implementing this programme.

This is a senior post leading a small team of professional engineers requiring total involvement and reporting to the General Manager Engineering.

We would expect you to be in your early 30's, a graduate and Chartered Chemical Engineer with a successful record in a similar capacity covering the following disciplines: Cryogenics, Distillation, Heat Exchange, Absorption, Hydrogen, Acetylene, Nitrous Oxide Production, Gas Compressors and Expanders, and the full spectrum of Process Plant commissioning, performance, evaluation and trouble shooting.

You must have the ability to influence and command respect, you will need to be a good negotiator conducting technical negotiations with contractors and making regular contact with process plant operational management. Although this position is based at Head Office in West London, you must be prepared for considerable UK travel to BOC plants and occasionally overseas.

Naturally for a position of this calibre you can expect an excellent salary up to £18,000, plus car and relocation expenses if appropriate. Career prospects are outstanding in a company that recognises and rewards ability.

If you feel you can measure up to this demanding specification, please write with full CV to: Brendan Keelan, Personnel Manager, BOC Limited, PO Box 39, Great West House, Great West Road, Brentford, Middlesex TW8 9DQ.

BOC

Sales Executives

c£8,500–£10,000+car

*** London**
*** Kent, Surrey and Sussex**

As one of the world's leading car rental companies, standards at Avis are of the highest. Our success has brought us travel industry and business renter awards naming Avis as 'Best Car Rental Company 1984', and have led to our current need for additional Sales Executives. These positions are of particular importance to us, an ambitious, forward-looking organisation determined to increase still further our share of the market.

Our requirement is for top calibre professionals with both experience and personality. We are looking for at least 2 years' proven sales ability, preferably with a 'blue chip' company. You will be used to selling at all levels and have a confident, articulate manner with a strong structured approach to selling. You will also need the determination to develop existing accounts and identify new areas of business in commerce, industry and the travel trade. We will provide full product training.

In return we are offering a starting salary depending on experience in the range of £8,500–£10,000 plus a comprehensive range of benefits which includes non-contributory pension scheme, BUPA and a quality 1.6 litre company car.

If you are around 23-30 with the determination to succeed, career prospects are excellent. Make the first move to a new challenge. Telephone for an application form to: David Lusty, Personnel Manager, Avis Rent-A-Car, Trident House, Station Road, Hayes, Middlesex. Tel: 01-848 5715.

AVIS RENT-A-CAR

Service Engineers

Semiconductor Process Equipment

Varian Associates Ltd is the UK marketing, sales and service subsidiary of a leading American manufacturer of sophisticated high technology equipment. Openings now exist throughout the UK for experienced Service Engineers.

Candidates should have HNC Electronics and at least two years' practical experience, preferably within the semiconductor industry. Full product instruction will be provided in our European or American training facilities but previous knowledge of high vacuum equipment would be an advantage.

Responsibility is for the installation and service of our systems throughout the UK and occasionally in other European countries. The Engineers appointed will therefore be expected to travel extensively and the nature of the job means that they will work without close supervision.

These positions offer an attractive salary, generous fringe benefits and a company car. Where appropriate, assistance will be given with relocation expenses.

If you fit our requirements and would like to be one of our special team please apply in writing, giving details of current salary to Mrs A. J. Poague, UK Personnel Manager, Varian Associates Limited, 28 Manor Road, Walton-on-Thames, Surrey KT12 2QF.

varian

Development Research Manager

Market Research in developing retail markets

£14k (negotiable) +car Chiswick based

Imperial Leisure and Retailing Limited is a major company controlling a broad group of subsidiaries including hotels, pubs, off-licences, newsagents and several well-known restaurant chains.

As a highly progressive organisation enjoying extensive growth, we are investing in our future and have set up a new retail development department which will undertake planning of our growing and diversified interests in these fields.

The Development Research Manager we now wish to appoint will be a key member of a team responsible for the development of profitable new retailing formats within any aspect of Imperial Leisure and Retailing Limited.

Working for the Director of Retailing Developments, you will be responsible for evaluating and researching the potential of concepts, through the appraisal of existing retailing concepts, competitor activity and market/consumer research. This will entail working alongside senior management as well as research agencies and in-house staff – so you must be an excellent communicator, with both written and verbal skills, and proven management ability.

We are looking for a Market Research Executive educated to degree level with substantial market research experience, based on at least four years with a manufacturing organisation, the leisure industry or a research agency.

The career opportunities which arise from this highly visable, instrumental position are excellent, and the job also carries a generous remuneration package comprising a salary, negotiable £14k, a full range of company benefits and a company car.

Please write with full career details to: R. G. Standen, Personnel Manager, Imperial Leisure & Retailing Limited, Pier House, Strand-on-the-Green, Chiswick, London W4 3NN.

IMPERIAL BREWING & LEISURE LIMITED

Senior ATE Engineers

*** Significant Investment**
*** Dramatic Growth**
*** Latest Technology**

The perfect environment to accelerATE your career development

c.£14,000 pa Farnborough

Solartron Instruments are renowned throughout the world as one of the leading producers of precision electronic measurement equipment. Our standards are acknowledged as among the highest in the industry and applications for our products are as diverse as Aeronautics and Medical Research.

Significant investment reflects the fact that we are committed to utilising the latest technology and now need to strengthen our ATE department by appointing two Senior Engineers.

One role involves the development of programmes to test complete systems for use by the manufacturing department. Our need is for someone with an HNC or preferably a degree in Electronic Engineering/Computer Science or related discipline. You should have experience of IEEE 488 bus as a method of instrumentation control and a working knowledge of BASIC and/or FORTRAN.

The other position is primarily responsible for the development of functional test programmes for both microprocessor-based digital PCB's and analogue PCB's. We will be looking for an HNC in Electrical/Electronic Engineering or similar and 2+ years' ATE functional programming experience.

In addition to salaries of around £14,000 pa we offer a generous range of valuable fringe benefits including comprehensive relocation expenses where necessary. Future prospects for career progression are first class.

To accelerate your career development please telephone Alison Eastham on Farnborough (0252) 544433. Alternatively send a detailed CV to her at Solartron Instruments, Victoria Road, Farnborough, Hants GU14 7PW.

SOLARTRON Schlumberger Solartron Instruments

Senior Designer

Draw on your experience

5-figure salary + job car

Imperial Inns & Taverns are part of a major leisure and retailing group. As part of our ambitious marketing objectives for the next few years, we have a number of planned developments for our managed house properties throughout England and Wales.

We now have a position for a Senior Designer to join one of three teams within our Design Department.

Probably aged in your mid-twenties, you'll have a recognised design diploma or degree, together with a design studio background and experience in man-management. You'll also possess the high standard of creative design and presentation skills we're looking for to manage our many and varied interior and architectural projects for our company properties.

The job will call for a certain amount of travel and liaison with regional management and the role commands an attractive five figure salary, negotiable according to experience. The position carries a company car, and free medical health insurance are part of the benefits package.

If you feel you can meet the challenge of working in a stimulating, professional role please write with full CV to Mr A. Crossley, Personnel Department, Imperial Inns & Taverns Limited, Thameside House, 42-50 High Street, Brentford, Middlesex TW8 0BB.

IMPERIAL INNS & TAVERNS

Field Sales Manager

c.£12,000 pa+car & bonus

Our Midlands-based client is the U.K. sales distributor for a leading manufacturer of consumable industrial products. Looking for an annual turnover of £5m., a new post of Field Sales Manager is being created.

The job will involve the control, motivation and expansion of the present team of 7 salesmen/technical reps. The sales operation is well supported administratively and is aimed at profitable sales growth.

Applicants should have proven success in running a sales team, preferably with engineering/industrial experience. He/she should have the ability to achieve significant sales growth in a highly competitive market-place while developing the capabilities of each member of the sales team.

Please send your career history, in confidence to:- Mr Tony Jukes, Numerate Personnel Ltd. 22 Leadale Avenue, Chingford, London E4 8AT.

NUMERATE PERSONNEL

Communications Systems Engineers

Reading

Rockwell-Collins is a major division of the worldwide Rockwell organisation and is a leading supplier of communications systems and equipment. We are expanding rapidly and are able to offer career opportunities to senior and lower level engineers with experience in the interpretation of requirements and design of UHF/HF communications systems in a military environment.

You must have previous experience in detailed electronic engineering and ideally some involvement in the preparation of technical proposals, systems studies and estimating. You will be working as a vital member of a small team enjoying the minimum of supervision.

In addition to a generous salary you would enjoy substantial fringe benefits and excellent working conditions at our office in Reading.

Please write enclosing full cv and details of current salary to: Personnel Manager, Rockwell-Collins (UK) Limited, Suttons Industrial Park, London Road, Reading, Berks RG6 1LA.

Rockwell International

Talented Young Buyer

£12,000 pa + bonus in a scale rising to £15,500 + bonus

Berks/Hants

Klix, part of the international Mars Group of Companies, has a record of dramatic and consistent growth, which coupled to unique engineering achievements makes us one of the success stories of the decade. Now, as a direct result of our continued growth we are looking for a talented Buyer.

Your brief will be to procure capital plant equipment, services and components used in our "white goods" production – all to our high quality standards, working to tight deadlines whilst maximising value for money – negotiating with existing suppliers as well as identifying reliable potential sources.

Aged in your mid to late 20's you should have a degree level qualification in an engineering, scientific or numerate subject, as well as a good 'all round' knowledge of engineering gained from a minimum of 2 years' experience in an industrial or commercial environment. It is essential that you are numerate with well-developed interpersonal ability which is complemented by good written and verbal communication skills.

In addition to the salary quoted there is a substantial range of benefits including a company bonus scheme. Prospects for career progression are excellent.

Please write enclosing a detailed CV to Kevan Hall, Four Square, Armstrong Road, Daneshill Industrial Estate, Basingstoke, Hants RG24 0NU or telephone for an application form on Basingstoke (0256) 471500.

KLIX

Refractory Installation Superintendents/ Engineers

UK Locations

As leaders of specialist construction engineering for many industries, including petrochemicals and process plant manufacturing, Foster Wheeler enjoys the highest of reputations. Our current need is for established Engineering Superintendents/ Engineers to work in refractory installation, supervising workers and work standards of subcontracted companies and direct hired labour.

We are looking for matured individuals whose experience is substantial – at least fifteen years' in this field within the petrochemicals construction industry, with a minimum of 8 years' recently, in refractory installation, including abrasive resistant grades in hexmetal of fluid catalytic cracking plants.

Current projects are at sites in the UK and the positions carry highly attractive remuneration packages as you would expect of an international company of our standing.

Please apply in writing to Irene Marshall, Manager Recruitment, Foster Wheeler Energy Limited, Station Road, Reading, Berks RG1 1LX.

Foster Wheeler Energy Limited

Senior Development Engineer

Salary Negotiable

Duxford, Cambs.

Techne, a leading manufacturer of scientific instruments and industrial equipment, is seeking a Senior Development Engineer to carry out project work using both liquid and fluidised media for cryogenic and high temperature applications. Reporting to the Technical Manager, the successful applicant will also be responsible for feasibility studies, as well as prototype design and evaluation in liaison with Sales and Production.

Qualified to degree level, ideally in physics, applicants must have a working knowledge of electronics together with post graduate experience in an industrial or academic environment.

This key position offers an attractive negotiable salary together with the usual fringe benefits associated with an international company.

Please apply in writing, giving full details of your career and achievements to date, to Mr. A. G. Harris, Techne Cambridge Limited, Duxford, Cambridge CB2 4PZ. Cambridge (0223) 832401.

Techne

Business Development Executive

Marketing/Construction

Excellent Remuneration

Our client, a well known and respected building contracting organisation, wishes to appoint a Business Development Executive with considerable experience in the refurbishment sector of the market, with particular emphasis on the City and West End.

This senior appointment is designed to complement the existing marketing team in pursuing business in the refurbishment side of the industry and we expect to attract applications from those in their mid-thirties with a good work record in the construction industry.

Excellent remuneration includes profit sharing, free medical benefit and life assurance, contributory pension scheme and company car.

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FURTHER ANNOUNCEMENTS APPEAR TODAY ON PAGES 10, 11, 12, 13 & 14

Sport... ON 3 PAGES

OWNERS ACCEPT FIXTURE LOSS —FOR MOMENT

By HOTSPUR

FROST continues to restrict racing's resumption, bringing about the jumping season's 50th cancellation, at Newcastle, yesterday and threatening today's Huntingdon meeting. But owners as a group will not press for extra fixtures unless the situation deteriorates significantly.

John Biggs, director-general of the Racehorse Owners' Association, said yesterday: "We generally reckon to lose an average of between 65 and 75 meetings each jumping season, so we don't plan to look for replacements at the moment."

Biggs added that his members would become more anxious if meetings were lost in the run-up to Cheltenham.

"The bad weather came at the right time for many horses," he said. "It's a quiet time of year when several are having a break. The time to worry will be if trainers can't get on to the gallops or find races to prepare their Cheltenham runners."

Biggs points out that his association members may be asked to consider the position if the situation worsened.

The last time supplementary meetings were introduced was in 1982, when 29 consecutive fixtures were called off in the fortnight after Dec. 8, and from that date to the end of the month only five of the 49 scheduled cards survived. Bad weather returned between Jan. 7-19, when only two meetings from an intended 25 were staged.

Since then 30 additional meetings a year have been built into the fixture list by the Jockey Club programme planners.

Withdrawal of Mr Meeka and Miss Silca Key, the two top weights, at the first acceptance stage on the William Hill Lincoln Handicap ensures that the weights will be raised at least 11lb for the Doncaster race on March 23. Miss Saint-Cloud now heads the handicap.

Saturday's Doncaster meeting features Last Deal's attempt to extend his unbeaten career record to nine in the William Hill Yorkshire Handicap 'Chase, but his trainer, Monica Dickinson, has added spice to the occasion by deciding to let Badsworth Boy carry top weight in the Mansion House Handicap 'Chase.

See You Then, Desert Orchid and Amarach, the leading three in the Schweppes Gold Trophy handicap, are absent from the 51 first acceptors, leaving Robin Wonder on top weight of 11st 10lb. Peter Easterby has taken out Benfen and Spritebrand, both prominent in ante-post betting, to leave Jobroke as his sole acceptor.

Robert Sangster and his Australian trainer Colin Hayes have paid a New Zealand record $650,000 (£272,000) for a yearling brother to Gurner's Lane, winner of the 1982 Melbourne Cup—a far cry from the £168 which Dave Davis is said to have paid for Phar Lap, winner of the race in 1930 and due to be commemorated at Chepstow on March 9.

The incongruity of an Australian Flat racehorse, who became a legend in his native country and died of poisoning in the United States, having a £3,000 handicap 'chase named after him is explained by the release of Phar Lap, the film about him in London's West End.

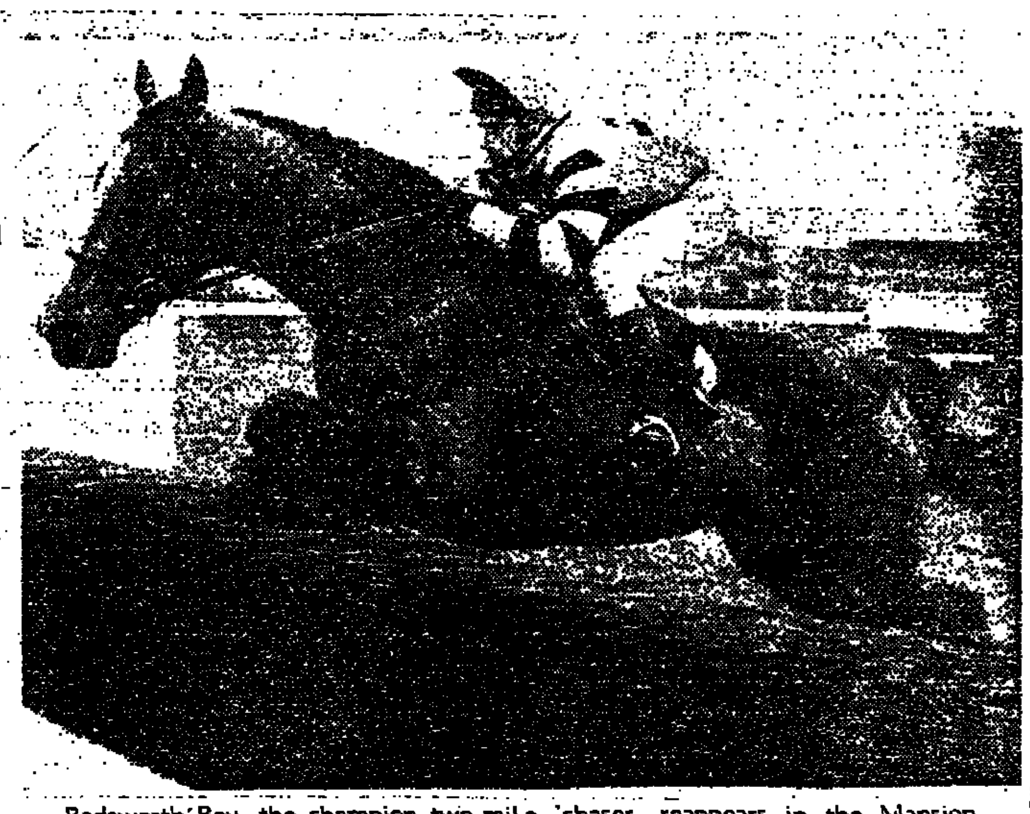
The film, the most expensive made in Australia, has the promotional backing of Corals the bookmakers, who might not want to be too closely associated with the actions of those bookmakers who stood to lose heavily by the colt's success in the 1930 Melbourne race and attempted to prevent it.

Overcoming a stilted start, the film feaures brilliant camera-work and all the emotions in the producers' handbook. It will appeal to those who follow racing but may never have heard about Phar Lap, though its more general popularity is harder to assess.

TODAY'S HUNTINGDON SELECTIONS

HOTSPUR	COURSE CORR.	FORM
1.15—Down Flight	1.15—DOWN FLIGHT (nap)	1.15—Down Flight
1.45—River Rhein	1.45—Falkland Palace	1.45—River Rhein
2.15—Ever Great	2.15—Pelion	2.15—Grundy Glow
2.45—Castle Warden	—	2.45—Fredwel.
3.15—Play The Knave	3.15—Duesenberg	3.15—Play The Knave
3.45—CHEEKY RUPERT (nap)	—	3.45—CHEEKY RUPERT (nap)

HOTSPUR'S DOUBLE.—Castle Warden and Cheeky Rupert.
TONY STAFFORD.—Down Flight (1.15).



Badsworth Boy, the champion two-mile 'chaser, reappears in the Mansion House Handicap 'Chase at Doncaster on Saturday.

Grand National

Lads' entry adds to Mordaunt task

By DANIEL COUPLAND

CHRISTOPHER MORDAUNT, the Jockey Club handicapper responsible for 'chasers, has been given an unexpected headache with the appearance of Wayward Lad and Ballinacurra Lad among yesterday's published 100 entries for the Seagram Grand National at Aintree on March 30.

With less than a fortnight to frame the weights, which are due out next Wednesday, Jenny Pitman, trainer of guaranteed top-weight Burrough Hill Lad, was critical that the onus should rest on one man's shoulders.

"It should be done by at least two people," said Mrs Pitman yesterday. "With the amount of prize money at stake and the prestige that goes with it, it's too much for one man.

"After all, even the experts can't agree on what weight Burrough Hill Lad should get. From what I've been reading in the past week their opinions have differed from 12st to 13st 5lb."

Gruelling race

"To give a horse more than 12st in a race as gruelling as the National with those fences to jump would be cruel," she added. "If something were to happen to Burrough Hill Lad early on in the Gold Cup I would like to run him, but if he is given more than 12st then I'll have to think again."

With her Gold Cup winner sure to head the weights, Mrs Pitman's other entry Corbiere, winner of the National in 1983 and third last year, should have at least another six above him in the weights, judged on current handicap ratings.

"I would be happy with 11st 4lb for Corbiere," said Mrs Pitman, who plans to give him three more races before Liverpool. "After all there are a lot of class horses entered and he is approaching the twilight of his career."

Ladbrokes have Corbiere at 10-1, with Burrough Hill Lad at 8-1 with a run. Corals go 14-1 Corbiere but do not quote Burrough Hill Lad.

Ballinacurra Lad is also missing from bookmakers' prices, as is Wayward Lad, whom Monica Dickinson does not regard as a National horse. "I was left a message by his joint-owner Mr Abbot to enter him, otherwise I would never of dreamt of it," Mrs Dickinson said last night.

NORTHERN CORRESPONDENT
HUNTINGDON.—2.15. Alfie Dickins (nap); 2.45. Chance Command; 3.45. Silken Turn.

NEWMARKET SELECTIONS
HUNTINGDON. — 1.15. Surprise Attack; 2.15. Princess Henham; 3.45. Cheeky Rupert.

Cycling

EXILES BACK IN BRITAIN FOR GOOD

By PHIL LIGGETT

THE time when Britain's leading riders were forced into exile in France, Belgium, Italy or Holland to earn a living as professional riders may have past.

Yesterday, there was an almost unheard of about-face when Graham Jones and John Herety, who between them have ridden in all the world's most famous races, returned home permanently from France to join the Ever Ready-Marlboro Cycles team.

Jones, 27, who turned professional in 1979 and finished 20th in the Tour de France in 1981—the third highest placing by a Briton at the time—and Herety, who won the British road title on a flying visit in 1982, have both been attracted by the increased interest in the sport in Britain.

Jones said: "I've always kept a watch on racing here and I think I can earn as much money now as in France. I'll be under a lot of pressure because people will expect me to ride well, but we'll wait and see."

Places were lost

Both Jones and Herety lost their European places last season when their French teams disbanded, after both had shown poor form for most of the season because of injury or sickness.

Their return has boosted even further interest in professional racing, which, claimed promoter Alan Rushton yesterday, had 17 slots on television last summer.

Joining the two Manchester riders in the enlarged team are former international Gary Sadler, from Birmingham, and Steve Fleetwood (Liverpool), the only rider retained from last season's team.

STATE OF GOING
Advance official going for tomorrow's meetings: Wincanton, "good to soft"; Ayr, "ch," "good to soft," hdle (run on Flat course) "soft"; Doncaster, "soft—good to soft in straight."

HOTSPUR'S "TWELVE"
None of the horses listed in Hotspur's Twelve to Follow is engaged today.

Course Notes & Hints

Down Flight is Best

By Our Course Correspondent

DOWN FLIGHT*, who has run well in two starts over jumps, may take advantage of an easier task in today's Finsbury Pavement Novices' Hurdle (Div. I—1.15) at Huntingdon.

This Run The Gauntlet horse, a useful stayer on the Flat, looked a rare bargain when sold out of Geoff Wragg's stable for 3,200gns at the Newmarket Autumn Sales.

He began his new career for Clive Holmes' stable by finishing fourth of 18 to Hunter River at Kelso in December and confirmed the promise when second to Celtic Flight over today's trip of two and a half miles at Cheltenham.

Pelion is fancied to foil the hat-trick attempt of Grundy Glow in the Northcote and Co. Handicap Hurdle (2.15).

Falkland Palace may reverse Boxing Day course and distance form with River Rhein in the Biomechanics Conditional Jockeys' Handicap 'Chase (1.45) and **Duesenberg** can take advantage of a 4lb concession by Play The Knave in the Optim Novices' 'Chase

Huntingdon runners, riders and form guide

Advance Official Going: SOFT

● INSPECTION 7.30 a.m.

1.15: FINSBURY PAVEMENT NOVICES' HURDLE (Div. I)
Penalty Value £889 2½m (9 declared)

1 33-3013 ARAPAHO PRINCE (CD) (Middlerise Trading Co Ltd), J. Edwards, 6 11-10 ..... P. Barton
3 P ASHCOMBE (Mrs T. Bulgin), T. Bulgin, 6 11-5 ..... J. Lovejoy
4 0P53P BARNABY RUDGE (A. Shenston), Peter Taylor, 7 11-5 ..... R. Lawson (7)
5 0/0 COME ALIVE (J. Poynton), J. Gifford, 8 11-5 ..... R. Rowe
6 00000P DAN DARE (O. Henley), O. Henley, 10 11-5 ..... B. Powell
8 42 DOWN FLIGHT (A. Allright), C. Holmes, 5 11-5 ..... A. Webb
11 0 TOGG (Mrs M. Saville-Deane), Mrs C. Postlethwaite, 7 11-5 ..... P. A. Charlton
13 0032 COLONIAL CHARM (M. Clohessy), C. Spares, 5 10-12 J. O'Neill
17 0 SURPRISE ATTACK (E. Eldin), E. Eldin, 4 10-9 ..... A. Coogan

S.P. FORECAST: 9-4 Down Flight, 11-4 Arapaho Prince, 4 Colonial Charm, 6 Surprise Attack, 8 Barnaby Rudge, 12 Togg, 20 others.

1984: Meeting abandoned—snow and frost.

FORM GUIDE.—Down Flight was beaten 4l by Celtic Flight (level) at Cheltenham (2½m) Jan 2, with Come Alive (level) 8th of 17 (good to soft going). Colonial Charm was beaten ½l by Bickerstaffe (level) at Kelso (2½m) Jan 9 (soft). Arapaho Prince was beaten 33l when 3rd of 12 to Ten of Spades (rec 11lb) at Cheltenham (2m) Jan 1 (soft). Togg was 8th of 17 to Don't Annoy Me (level) at Sedgefield (2m) Dec 11 (good to soft). Surprise Attack was beaten 15½l when 6th of 18 to Sharp And Ready (gave 10lb) at Market Rasen (2m) Oct 19 (good to firm).

DOWN FLIGHT is preferred to Colonial Charm

1.45: BIOMECHANICS CONDITIONAL JOCKEYS HANDICAP 'CHASE £1,590 2m 100y (8)

1 30-3131 RIVER RHEIN (CD) (C. Bowen-Colthurst), J. Webber, 8 12-1 ..... M. Jenkins
3 40-0103 FALKLAND PALACE (CD) (A. Else), D. Gandolfo, 8 11-10 ..... P. Croucher
4 13-0330 BUCK AND WING (Capt A. Pratt), D. Grissell, 10 10-3 A. Jones
5 0FUP02 CROWNING MOMENT (BL) (H. Spearing), I. Wardle, 10 10-0 ..... J. Duggan
6 43353-4 BRAHMS AND LISZT (J. Parish), W. Charles, 9 10-0 ..... G. Charles-Jones
7 404-404 RING-LOU (BL) (P. Lee), J. Edwards, 10 10-0 ..... W. Knox
8 01-FP43 GRANGE HEIGHTS (J. Parish), P. Butler, 10 10-0 ..... E. Murphy
9 004100 NARSINH (B. Bates), L. Lightbrown, 6 10-0 ..... K. Sims

S.P. FORECAST: 7-4 Falkland Palace, 2 River Rhein, 6 Buck And Wing, 8 Crowning Moment, 10 Brahms And Liszt, 12 Ring-Lou, 20 others.

FORM GUIDE.—River Rhein beat Landing Board (rec 12lb) by 3l over today's course and distance Dec 26 with Falkland Palace (rec 11lb) 11 away 3rd of 5 (soft). Crowning Moment was beaten 4l by Doll Lars (rec 9lb) at Towcester (2m 5½f) Jan 2 (soft). Grange Heights was beaten 12l when 3rd of 5 finishers to Pompom Prince (rec 4lb) at Fontwell (2m 2½f) Dec 28 (soft). Brahms and Liszt was beaten 18l when 4th of 11 to Kyoto (gave 12lb) at Newton Abbot (2m 150y) Aug 6 (firm).

RIVER RHEIN may confirm Dec 26 form with Falkland Palace

2.15: NORTHCOTE AND CO. HANDICAP HURDLE £2,620 3m (10)

3 401-143 EVER GREAT (D. Bowkett), D. Oughton, 6 11-9 ..... P. Double
4 10-0F00 DANCING SOVEREIGN (BL) (Mrs P. Dorse), Mrs J. Pitman, 6 11-7 ..... G. McCourt
6 1401-04 LOCHBOISDALE (Winterbourne Construction Ltd), J. King, 5 11-2 ..... H. Davies
7 210040 ALFIE DICKINS (C) (Dickins Ltd), R. Hollinshead, 7 11-0 J. O'Neill
8 0U2011 GRUNDY GLOW (A. Kaplan), Mrs J. Pitman, 5 10-12 ..... M. Pitman (7)
10 3-4F010 PELION (D) (BF) (Mrs A. Garrett), J. King, 5 10-7 P. Scudamore
12 02131-4 STAR WHISTLER (Mrs N. Parish), P. Butler, 8 10-0 ..... —
13 0-00200 PRINCESS HENHAM (BF) (J. Smith), N. Callaghan, 5 10-0 ..... —
14 F0P/50F- ARCTIC BATTLE (BL) (J. Hewitt), W. Perrin, 9 10-0 M. Bowlby (7)
15 10-F000 PROMINETTO (D) (Mrs J. Hughes), C. Holmes, 9 10-0 A. Webb

S.P. FORECAST: 6-4 Grundy Glow, 7-2 Ever Great, 6 Alfie Dickins, 8 Pelion, 10 Star Whistler, Dancing Sovereign, 12 Lochboisdale, 20 others.

FORM GUIDE.—Grundy Glow beat Random (gave 2lb) by 12l at Wolverhampton (2½m) Dec 27 (soft). Ever Great was beaten 10l by Indiana Dare (rec 15lb) at Newbury (3m 120y) Dec 31 (soft). Lochboisdale was distant last of 4 to Stans Pride (rec 9lb) at Cheltenham (2½m) Jan 2 (good to soft). Star Whistler was beaten 19l when 4th of 6 to Regency Tam (gave 5lb) over today's course (3m 200y) Aug 37 (firm). Alfie Dickins was 9th of 11 to Miss Dale (rec 9lb) at Cheltenham (3m) Jan 2 (good to soft). Pelion was 8th in Chelsea Maid (rec 4lb) at Windsor (2½m) Jan 1 with Prominetto (rec 21lb) 9th of 17 (good to soft). Dancing Sovereign was 11th of 14 to Camobelle (rec 16lb) at Wincanton (2½m) Dec 26 (good to soft).

GRUNDY GLOW may complete hat-trick. Ever Great danger.

2.45: MAYNARDS ORIGINAL WINE GUMS HANDICAP 'CHASE £2,427 3m 100y (5)

2 F-2PP01 FREDWEL (T. Werner), P. Bailey, 10 11-8 ..... S. Morshead
6 P0P-0FPP CHANCE COMMAND (BL) (CD) (Ld Ronaldshay), P. Calver, 10 10-8 ..... C. Grant
7 20-0531 CASTLE WARDEN (CD) (M. Shone), J. Edwards, 8 10-7 P. Barton
8 241PP-PP BETTER RED (BL) (B. English), J. Scallan, 10 10-3 ..... J. McLaughlin
9 0000UP POOR EXCUSE (O. Henley), O. Henley, 10 10-0 ..... B. Powell

S.P. FORECAST: 4-5 Fredwel, evens Castle Warden, 20 Chance Command, 30 others.

FORM GUIDE.—Fredwel beat Mr Gumboots (rec 9lb) by 10l at Hereford (3m 1f) Dec 20 (soft). Castle Warden beat Good As Ever (gave 10lb) by 1½l over today's course and distance Dec 26 (soft). Chance Command, who has failed to complete course on last 3 starts, was previously beaten more than 18½l when 7th of 8 to Arctic Menelek (gave 1lb) at Nottingham (3m) Nov 23

FREDWELL has Castle Warden to beat

3.15: OPTIM NOVICES' 'CHASE £2,629 2½m (7)

1 0-1213F PLAY THE KNAVE (D) (C. Berry), P. Bailey, 8 11-10 ..... S. Morshead
4 0121UF DUESENBERG (D) (BF) (Sir T. O'Brien), Mrs J. Pitman, 8 11-6 ..... M. Perrett
11 F-FP DELATOR (P. Brewers), I. Wardle, 8 11-2 ..... N. Doughty
13 1100-F4 FAME THE SPUR (J. Shaw), Mrs J. Pitman, 7 11-2 G. McCourt
15 JAY FOUR HUNDRED (M. Murray), P. Butler, 6 11-2 ..... —
17 F0P023 STREAMLINER (BF) (P. R. Bells (Holdings) Ltd), J. Gifford, 9 11-2 ..... R. Rowe
19 002114 DIRECT CALL (Mrs A. Harmetts), M. Francis, 8 10-11 P. Barton

S.P. FORECAST: 11-8 Play The Knave, 3 Duesenberg, 9-2 Fame The Spur, 6 Streamliner, 10 Direct Call, 25 others.

FORM GUIDE.—Streamliner was beaten 35l when 3rd of 5 finishers to Derycan (level) at Plumpton (3m 1f) Dec 11 (soft). Fame The Spur was beaten 31½l when 4th of 10 to Crowecopper (rec 3lb) at Worcester (2½m) Nov 21 (soft). Play The Knave had every chance when fell 3rd-last in race won by Co Member (rec 6lb) at Ludlow (3m) Dec 18 (good) and previously beat Emperor Charles (rec 8lb) by 2½l at Wincanton (2m 5f) Nov 29 (good). Duesenberg, who has failed to complete course on last 2 starts, previously beat Spider's Well (level) by 3l at Leicester (2½m) Dec 17 (good).

PLAY THE KNAVE is preferred to Duesenberg

3.45: FINSBURY PAVEMENT NOVICES' HURDLE (Div. II) £902 2½m (12)

3 PP-P002 AIRBORNE DEAL (K. Hinson), A. Moore, 6 11-5 ..... G. Moore
3 0434-30 BALLIMA (Mrs D. Grissell), D. Grissell, 7 11-5 ..... R. Goldstein
4 24 CHEEKY RUPERT (BF) (Nutwood Racing Ltd), E. Eldin, 5 11-5 ..... I. Barlow
5 80 DUNVEGAN CASTLE (Mrs G. Prest), G. R. Prest, 6 11-5 ..... R. Dunwoody
6 F0/P-FADING DAWN (O. Henley), O. Henley, 8 11-5 ..... B. Powell
9 000 NATIONAL DEBT (BL) (G. Johns), Mrs J. Pitman, 6 11-5 ..... M. Pitman (7)
11 00-P PRINCE LAFITE (BL) (A. Wilkinson), J. Scallan, 5 11-5 ..... J. McLaughlin
12 0-F3FP SMOKER (Mrs P. Harris), P. W. Harris, 7 11-5 ..... R. Strange
13 P-34450 WORDSWORTH (Nimside Ltd), D. A. Wilson, 5 11-5 ..... Steve Knight
15 PP-0 CLAIR SOLEIL (R. Croft), Mrs J. Croft, 5 10-12 ..... R. Dickin
18 SILKEN TURN (W. Ross), M. Lambert, 5 10-12 ..... P. A. Charlton
20 STATFOLD (C. Gilman), R. Perkins, 4 10-9 ..... Dai Williams

S.P. FORECAST: 5-2 Cheeky Rupert, 3 Airborne Deal, 9-2 Ballima, 6 Silken Turn, 8 Wordsworth, 10 Dunvegan Castle, 12 Statfold, 20 others.

FORM GUIDE.—Airborne Deal was beaten 5l by Gold Of A Gunner (gave 15lb) at Lingfield (2½m) Dec 22 (heavy). Cheeky Rupert was beaten 5l when 4th of 19 to Oryx Minor (level) at Leicester (2m) Jan 1 (soft). Ballima was 8th of 18 to Gold Of A Gunner (rec 8lb) at Sandown (2m) Nov 30 (good to soft). Wordsworth was beaten 43l when 5th of 15 to Cats Eyes (gave 20lb) at Devon (2m 1f) Jan 1 (heavy). Dunvegan Castle was 8th of 10 to Emerald Watson (level) at Cheltenham (2m) Jan 1 (soft).

CHEEKY RUPERT may beat Airborne Deal

South African Golf

Mosey, 70, recovers after shaky start

By ADRIAN FREDERICK in Durban

IN difficult conditions which he described as well suited to his game, Manchester's Ian Mosey scored a two under par 70 for a share of third position after the opening round of the Southern Sun African Open at Royal Durban yesterday.

Mosey was two strokes behind surprise leader Tertius Claassens while Gavin Levenson, who failed to make the final 36 holes in the P G A last week, was on 69.

Extremely coarse and bumpy greens — one player described them as being worse than Shredded Wheat — and thick rough lining the fairways combined with sweltering heat and a stiff breeze to make yesterday's round a test of patience and endurance.

Mosey said: "This is probably my best chance of the tour. I hit the ball straight and low and just got on with it on the greens which seems to be the way to face things here this week."

Ian Mosey . . . sank long birdie putts on the seventh and eighth greens.

He dropped two strokes in the first four holes but knocked in a birdie putt of 25 feet on the seventh and another (from 4) feet on the eighth to steady himself. Then he birdied three of the last five holes.

James recovers

Mark James also made a strong recovery on the difficult closing holes with four of his five birdies coming in the final seven holes. He had the best back nine of the day, 33, for a 71.

Andrew Chandler was less than complimentary about the state of the course, but picked up three birdies going out in 34. He failed to birdie either of the downwind par five holes and dropped a shot on the 500 yard 15th after driving into thick rough less than 10 feet off the fairway.

Chris Moody opened with two good shots to the front edge of the first hole and then took four putts. That was the end of him and he failed to sign his card after an 82. "I have decided to return home early and will miss the rest of the circuit," said the Brighton professional.

Ryder Cup player Paul Way was suffering from an injured hand and scored 81. He informed the organisers that it was unlikely he would be taking further part in the tournament.

Claassens, who finished runner-up in this tournament two years ago, had an amazing front nine of 31 but struggled on the way home.

LEADING SCORES
68—T. Claassens.
69—G. Levenson.
70—I. Mosey, B. Verwey, F. Fuhrer.
71—M. James.
72—A. Chandler, J. Hall, D. Smith.
73—S. Bennett, M. Johnson, A. Oldcorn.
74—R. Evans, W. Humphreys, R. Lee.
75—N. Godin, P. Harrison, P. Parkin, A. Sherburne.
76—D. Feherty.
77—D. Blakeman, D. Cooper, D. Durnian, R. Joyce, M. Sharman.

U.S. Golf

RIVIERA TEST FOR NICKLAUS

By ALEX LANCASTER

JACK NICKLAUS challenges one of his "bogey courses," the 7,000-yard Riviera, in the £380,000 Los Angeles Open which starts today.

Nicklaus played his first round as a professional in 1962 on this course which is known as Hogan's Alley. Ben Hogan won three Los Angeles Opens on it from 1942 to 1948 as well as the U.S. Open in 1948.

But Nicklaus, though he thinks Riviera is "one of America's 10 best," has never won on it. Two years ago he finished runner-up here in the P G A Championship to Hal Sutton.

Stern test

Nicklaus may be unlucky again because there is a formidable field with Tom Watson opening his 1985 campaign. The five times British Open champion won this title in 1980 and again in 1982 and he represents a big threat to the defending champion Dave Edwards.

Greg Norman, too, makes his first appearance of the year. Like Nick Faldo, who is also playing and is in fine form, the Australian won for the first time in America last year taking the Canadian and Kemper Opens. "The great white shark" finished ninth on the money list with £280,000.

Faldo is joined here again by Bernhard Langer, Sandy Lyle, Ken Brown, and Peter Oosterhuis.

Riviera is a stern test by any standards. The greens are notoriously slick and fast while the fairways, mainly of strong African grass, are crossed by several deep ravines.

It is both a hitter's course and one that also needs great judgement and putting skill.

GOLF
SPALDING CLASSIC PRO-AM (Marb. Bay).—1st Rd: 69—R. Clark. 70—A. McLean; 73—D. Edwards, G. Townhill, L. Stillwell; 74—P. Blaze, F. Hill; 75—J. Barnes, M. Nutler; 76—K. [illegible], R. Jamieson, E. McCoulan, R. Richards. Team: 131—H. Clark.

ICE HOCKEY
NAT. LEAGUE.—Montreal 8, Hartford 5—Toronto 2, Quebec 2—Detroit 5, New York Islanders 4.

R & A TO SPONSOR WOMEN

By MICHAEL WILLIAMS

THE Royal and Ancient have come to the rescue of the Ladies Golf Union by sponsoring this year's British Womens' Open Championship which will now take place at Moor Park, Rickmansworth, during the first week of October.

It is an unprecedented and wholly admirable gesture by the R & A who will not only contribute the whole of the £40,000 prize money but will also bear the administrative and running costs.

The rescue operation is not on a long-term basis, but a purely interim measure to tide the L G U over while they continue their search for commercial sponsorship which they lost last year when Hitachi withdrew after one season at Woburn.

Prize money then was as high as £160,000 and the Japanese company's decision to pull out was caused purely by the B B C's decision not to televise again this year after slow play and a runaway victory by Ayako Okamoto had caused disenchantment.

Advice asked

There was consequently the grave probability that the Women's Open would not be played this year, as was also the case in 1983 but when the L G U asked to meet Michael Bonallack, secretary of the R & A, and Gordon Jeffrey, chairman of the Championship Committee last month, it was for advice more than anything.

When the R & A made their offer of sponsorship, believing it was important to maintain the championship's continuity, it caught the L G U completely by surprise and, not surprisingly, was welcomed with open arms.

The experience the R & A have in running the Open Championship, now one of the great occasions in the world sporting calender — will be invaluable in putting the Women's Open on a sound footing. Committee members, scoreboards and equipment will all be put at the L G U's disposal.

Temporarily, at least, the championship will be similar to the American Women's Open which has always come under the jurisdiction of the United States Golf Association, the equivalent of the R & A.

U.S. competitors

John Laupheimer, Commissioner of the American L P G A Tour, was enthusiastic when he heard the news and thought that perhaps four of the leading U.S. women golfers would compete at Moor Park where a composite of the High and West courses will be used.

Mr Bonallack said the R & A would also be available for advice in the setting of tee markers which, at Woburn last year, were considered to be too severe for the comparatively late date in the season.

Badminton

BUTLER STUNS CHINESE

By A Special Correspondent in Kiryu, Japan

STEVE BUTLER, 21, produced a surprise win aginst Zhang Qian, of China, in the second round of the Japanese Open in Kiryu yesterday.

It was Butler's biggest win since the one over world champion Icuk Sugiarto in England's Thomas Cup bronze medal success seven months ago.

Butler, from Coventry, yesterday beat the man who two months ago in Woking beat him in the England v China match, and the score was 17-15, 18-14 in this the third tournament of the Pro-Kennex World Grand Prix.

Butler is well know for the speed at which he likes to play and he managed to produce a pace at which Zhang Qian found hard to live.

Chinese strength

The defeat was the only one upon the squad of Chinese mens' singles players. Five of the others reached the last 16, and two caused major upsets.

Yang Guanli, a left-hander, won 15-5, 15-11 against Luis Pongoh, the Indonesian who won last week's Takei tournament, and Ding Qiqing, another left-hander, beat Indonesian Liem Swie King by 15-11, 6-15, 15-10.

Ding's win denied Butler the chance today to play Liem, his boyhood idol, and now he may never get another chance because Indonesian team leaders are trying to persuade the great man to give up singles and concentrate on doubles.

FIRST ROUND. — Foo Kok Keong (Malaysia) bt S. Matsuura 15-10, 15-10; Yang Gianli (China) bt I. Helledie (Denmark) 15-1, 15-5; T. Inoue bt M. Butler (Canada) 15-6, 15-5; S. Thongsdr (Thailand) bt Sombol Kukasemkij (Thailand) 9-15, 17-14, 15-13.

S. Fladberg (Denmark) bt S. Matsuno 15-11, 7-15, 15-10; Chang Weng Sun (Taiwan) bt S. Pamungka (Indonesia) 12-15, 15-7, 15-8; H. Nishiyama bt C. Johanssen (Sweden) 15-12, 12-15, 18-17; Ding Qiqing (China) bt S. Yu (Australia) 16-17, 15-11, 18-16.

SECOND ROUND. — M. Frost (Denmark) bt Foo Kok Keong (Malaysia) 15-7, 15-7; D. Hall (GB) bt H. Hasegawa 15-17, 15-4, 15-8; Lau Wing Cheok (Singapore) bt D. Tailor (GB) 7-15, 15-5, 18-16; Yang Gianli (China) bt L. Pongoh (Indonesia) 15-5, 15-11.

S. Baddeley (GB) bt S. Inoue 15-9, 15-7; Sung Han Kuk (S. Korea) bt T. Carlsen (Denmark) 15-12, 15-8; I. Frederiksen (Denmark) bt Ow Beng Tong (Malaysia) 15-6, 15-6; Zhao Jianhua (China) bt Sakrapee Thongsari (Thailand) 15-13, 15-7; Han Jian (China) bt S. Fladberg (Denmark) 15-1, 15-4; N. Yates (GB) bt Wong Heon Kent (Singapore) 15-2, 15-3; M. Sidek (Malaysia) bt Kinji Zeniya 15-12, 15-18, 15-3; Li Yongbo (China) bt Chang Weng Sun (Taiwan) 15-4, 15-2.

P. Padukone (India) bt H. Nishiyama (Japan) 15-7, 15-9; M. Kjeldsen (Denmark) bt M. Tsuchida (Japan) 15-11, 15-8; S. Butler (GB) bt Zhang Qian (China) 17-15, 18-14; Ding Qiqing (China) bt Liem Swie King (Indonesia) 15-11, 9-15, 15-10.

Boxing

COWDELL NEXT IN LINE

Frank Warren, the promoter, is hoping to clinch what could be his fourth world title fight in as many months when he goes to the Riva De Garda, Italy, at the weekend, write **Ken Mays**.

He will watch Rocky Lockridge defend the W B A super-featherweight title and then hopes to sign the American to meet Pat Cowdell, the European champion, at Birmingham in May.

Warren, who staged the Don Currey-Colin Jones fight on Saturday, has Charlie Magri challenging Sot Chitalada for the W B A flyweight title next month and has almost completed plans for a light-welterweight chance for Terry Marsh against Gene Hatcher in April.

Meanwhile, Errol Christie, who took three rounds to stop Mexican Gonzalo Montes last week, has been matched with Nestor Flores, of Panama, at the Dolphin Centre, Darlington, on Feb. 2. Keith Wallace, who has not fought since June, is also on the bill.

ENTRIES FOR THE NATIONAL

The 100 entries for the Seagram Grand National Handicap Chase run over 4½m at Liverpool, March 30 are:

Another Captain, Arrowsmal, Ballinacurra Lad, Ballyrusan, Bashful Lad, Blackrath Prince, Bonum Omen, Brave Jack, Broomy Bank, Burrough Hill Lad, Canny Danny, Captain Parkhill, Carnival Over, Classified, Clonmelnick, Clonthurtin, Cockle Strand, Corbiere, Cresa, Dillmore, Derby Creek, De Paviner, Don't Touch, Door Step, Drumlargan, Drumadowney, Duke of Milan, Earlsown, Eethard Friend, Last Glance, Fortina's Express, Foxbury, Galleon Beach, Gavin Warrner, Glenfox, Good Luck, Grandomple, Greenall, Greenbank Park, Greenhill Hall, Grey Warbler, Hallo Dandy, [illegible], Howgill, Highway, Hi-Ko, Immortale, Imperial Black, Inure, Keep A Promise, Kno Kowed, Knight Last Suspect, Lenes, Lucky Lane, Luck Daughter, Lucky Vane, Mack's Friend, Marcolo, Master Tercel, Matts Buckles, Menagore, Mr Snugfit, Mossy Never Tamper, Niels Tam, Northern Bay, Oakprime, Ompromise, Our Cloud, Peaty Sandy, Pirate Son, Port Askaig, Poyntz Pass, Roadhead, Rockin Berry, Roman Bistro, Royal Appointment, Royal Norman, Runreline, Santa Noel, Scot Lane, Shady Deal, Silent Valley, Solihull Sport, Staccato, Straight Accord, Succeeded, Taeroy, Talon, The Drunken Duck, Three Chances, Titan Wood, Tom Mitter, Tubberoo, Wayward Lad, West Tip, Whistler Scenery, Why Forget, Woodlands Lad, Yer Men.

Weights issued Jan. 30.

WHISTLER'S NAP
Down Flight (1.15) is today's selected nap for Whistler of the SUNDAY TELEGRAPH.

Women's Golf

CHALLENGE FOR BURTON

By BILL JOHNSON in Hongkong

MAXINE BURTON, from Surrey, is included in a strong international field of women professionals who line up in the 54-hole Thai International Hongkong Open, which begins at the Royal Hongkong club today.

It is the first women's professional tournament to be played in Hongkong since the Far East Open—then part of the United States women's tour — was held eight years ago. This year it launches the £150,000 women's Asia golf circuit.

The circuit comprises five tournaments moving in turn to Bangkok, Johor for the Malaysian Open, Singapore and finally the Indonesian Open in Jakarta on Feb. 22-24.

Spanish success

An otherwise unrewarding 1984 ended on a high note for Miss Burton when she captured the Spanish Open title at La Manga last October.

It was Miss Burton's second victory on the European tour. "Winning in Spain has improved my attitude," she says.

"While I am not overflowing with confidence I do feel that, given a good start, I can do well over the next few weeks."

Set out in gently rolling wooded hills the 5,490-yard Eden course, within sight of mainland China, is not overlong, though strategically placed water hazards will doubtless pose their own problems.

There is a strong Japanese contingent of 16 professionals who are using the Asia circuit as a warm-up for their own lucrative tour where the 1984 leading money winner To Ai-Yu banked a cool £190,000 for her efforts.

BOWLS
PRUDENTIAL NAT. FOURS.—8th Rd: B. Rowe, P. King, D. Roach, R. Rowe (Bodmin) 18, [illegible] Blewitt, D. Rowe, R. Strutt, N. Richards (W Cornwall) 16—G. Kitts, M. McLaren, J. Pocock, J. Brady (Croydon) 25, T. Miller, P. Webb, D. Brooks, K. Ward (Croydon) 17—M. Howard, S. Petten, K. Timms, R. Potten (Worthing) 31, G. Smith, J. Ting, B. Parker, L. Lerker (Grafton) 17—M. Pearson, D. Walter, J. Swathey, K. Allen (Mansfield) 13, L. Gardner, H. Turner, L. Rochester, S. Lamb (Pickets Lock) 21—C. Tam, A. Stratton, G. McLaren, K. [illegible], [illegible] [illegible] Bryce, K. Tiner, W. [illegible], A. [illegible] 9—M. [illegible], [illegible] Lee, B. Wessel, [illegible], [illegible] R. Jakes, R. Craig, D. Allen, N. Hazrill (Wey Vi) 11.

Rowing

Sponsorship crisis for international squad

By GEOFFREY PAGE

PLANS for the development of Britain's international rowing squad have reached a critical stage, and once again the decisive factor may be lack of money.

Despite an Olympic Gold and 12 other world and Olympic medals collected by British oarsmen during the eight years' generous sponsorship by Nat-West Bank, no new sponsor has been found to take over.

Without commercial or private backers, whatever Government or Sports Council assistance might be forthcoming, the A R A cannot ensure adequate training for their squad.

Like other minority and totally amateur sports, rowing's success has outstripped its means. Though Britain have often ranked among the top four or five nations in the rowing world in recent years, the sport is not self-sufficient at top level.

Commenting on the problems yesterday, Nigel Graham, chairman of the A R A's international rowing committee, said: "With the Government squeeze on the expenditure of public money the situation is likely to get worse rather than better.

Programme threat

"Our situation is desperate. Unless massive financial support is forthcoming the programme for the various international squads may have to be seriously curtailed compared with those in recent years.

"The original policy statement last autumn, sent out to all potential squad members, warned that the summer overseas regatta programme might have to be restricted to one regatta, such as Lucerne, and the world championships.

"Even this programme could land us into running our budget into a deficit. Only one regatta before the world championships is not sufficient to prepare fully for the international standard, but it would be irresponsible to try for more without the necessary funds."

Next year, with the world championships being held in Nottingham, and presumably with more television coverage than usual, it may be easier to find a sponsor. Meanwhile, despite recent successes, British rowing remains a Cinderella sport.

SNOOKER
TOLLY COBBOLD ENGLISH PROF. CH'SHIP.—2nd Rd: Westcliff: S. Davis (Romford) bt R. Williams (Stourbridge) 9-2, D. Reynolds (Grimsby) bt W. Thorne (Leicester) 9-6.

Chesterfield: S. Longworth (Blackburn) bt P. Medati (Manchester) 9-7, J. White (Wimbledon) bt N. Foulds (Perivale) 9-7.

OTHER SPORT TODAY

BADMINTON. — Prudential Late Ch'ships (Leicester).
BASKETBALL.—Men's Nat. Trophy: Uxbridge v Camden (3).
BOWLS.—County: Beds v Camos (Bedford, 30), Essex v London & S. Counties (Chesterton, 2.30), Suffolk v EIBA (Ipswich, 2.30), Warwicks v Lincs (Rugby, 9).
HOCKEY.—Representative: Rst Navy v British Police (Portsmouth).
LAWN TENNIS.—LTA Men's Satellite Circuit (Peterborough).
RACKETS. — Combined Services Ch'ships (Queen's Club, West Kensington).
REAL TENNIS.—Combined Services Ch'ships (Queen's Club, West Kensington).
SQUASH RACKETS.—Blue Stratos British U23 Open T'ment (Marlow).

BIG THREAT TO SPORTS

By PAT BESFORD

THE Central Council of Physical Recreation, fighting to stop sports grounds being sold for commercial purposes, have announced that nearly 700 separate facilities in England and Wales are in danger.

Peter Lawson, general secretary of the CCPR, said yesterday: "The problem, involving areas owned by local authorities, schools and national and private industry, is reaching endemic proportions.

"There are 48 school playing fields, in whole or in part, which are to go under the hammer in Nottinghamshire alone.

"To highlight what is happening, the Birmingham Amateur Football League has stopped admitting new teams because of lack of pitches."

The figures are based on data in the Land Register, published by the Department of the Environment as at January, 1983 and updated by information that his flooded into the Council in recent months.

Swimming

BREW MISSES SPEEDO TRIP

Paul Brew, 19, the promising younger brother of Olympic team captain Robin Brew, has pulled out of the Scottish team for the 21-nation Speedo meeting in Amersfoort, Holland this weekend.

Brew, who trained with his father at Kelly College, Tavistock, has a heavy chest cold and is likely to also miss the Diana meeting in Paris on Feb. 1-3.

P.B.

Bobsleigh

WHITEHEAD RULED OUT

Lance Whitehead, 29, the R A F champion who was injured in practice on Tuesday, will take no further part in the world bobsleigh four-man championships in Cervinia, Italy.

He was still suffering from concussion and double vision yesterday but is confident of recovering in time to represent the R A F in next month's British Inter-Service Championships in Winterberg.

British champion Nick Phipps, 32, experimented yesterday with a different set of runners while the East Germans, Swiss and Italians were involved in race-offs to decide which one would be dropped for Saturday's competition.

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Fourth One-Day International

MOXON MAKES FINE DEBUT BUT ENGLAND LOSE

By *MICHAEL CAREY in Nagpur*

INDIA, already three down in the series, defeated England by three wickets in their one-day international in Nagpur yesterday—their first success in 12 one-day affairs since winning the World Cup in 1983.

Their stuttering performance in eventually getting home with 14 balls to spare was a reminder of the importance of the winning habit to any team, because India had much more in hand earlier after an important toss had enabled them to restrict England to 240 for seven from 50 overs.

Contrasting half-centuries by Kapil Dev and Gavaskar, the one violent the other carefully paced, then took India to a point where, with only 75 required from 20 overs and six wickets in hand, no more extravagance was needed.

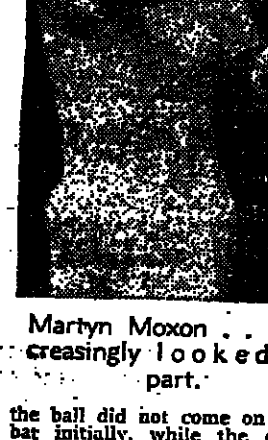
Both got themselves out, however, and though England's hopes were still slender, if Viswanath had been caught with 30 still required, eight wickets would have been down and there were signs that India's nerves would not have survived the remaining nine overs.

In the end, England squeezed them tighter than they could have dared hope, especially when their bowlers were operating in a temperature of around 95 degrees and on a pitch which lent itself to stroke play more than it had earlier.

Vigorous Cowdrey

At that stage England not only had to work much harder for their runs but overcome the cheap loss of Gatting and Gower and their total owed much to Cowdrey's vigorous 46 from 42 balls which enabled them to make 75 priceless runs from their last 10 overs.

The ground was under water 48 hours earlier, so it was no surprise that Gavaskar, after his first success with the coin in the series, preferred to let England try their luck on a pitch where



Martyn Moxon . . . increasingly looked the part.

the ball did not come on to the bat initially, while the outfield was inevitably slow, until the burning sun had its effect on both.

So avoiding the loss of early wickets through attempting too much too soon was all-important and Fowler and Moxon did well to make 70 together in 21 overs, aided by the left-hander's eventual willingness to give an uncomplicated thump over the top to anything over-pitched.

He was bowled driving inside a ball from Shastri, but Moxon, looking composed and correct on his first appearance at this level, could scarcely have done more, first finding that the well-timed stroke at length would reach the boundary and later finding scope to hit the spinners over the top.

Before this was required, he had seen Gatting pay the price of over-ambition and Gower caught and bowled, though Lamb once drove Patel out of the ground before, incommoded by a knee injury that required the services of a runner, he ventured down the pitch to attack Shastri and missed.

By then Moxon had been dropped in the deep at 45 and 59. But that's life (or lives) in one-day cricket and he looked very much at home before hooking Kapil into deep square leg's hands after facing 151 balls and hitting seven fours.

Cowdrey then improvised with much brilliance and no little power, not least in making room to hit Kapil for six over cover with a memorable flat-batted stroke which, coupled with some scorching cuts, ensured England would have something to bowl at.

Their start was deceptively encouraging, with India reducing themselves to 31 for three and, in quick succession, Rajput (to his first ball), Srikkanth and Vengsarkar all failed to appreciate that unseemly haste was not necessary.

Azharuddin and Gavaskar restored India's fortunes, not least by their appreciation of the need for the ones and twos, and Azharuddin, with more than 500 runs off the England attack already on this tour, was opening up menacingly with two sixes off Marks when Cowdrey brought one back to bowl him.

This brought together Kapil and Gavaskar, the central figures in India's recent chequered history, and a partnership of 76 in 11 overs followed, though not before Kapil had typically made an iffish start which must have given his captain apoplexy.

Early on, he just cleared cover off Edmonds, almost played on to Cowdrey and had made only 16 when he drove Edmonds high to the long-off boundary where Cowans, running round, got his hands to but could not hold a catch that was by no means impossible by his standards.

Leg before survived

Encouraged by that, Kapil, the man of the match, struck Cowdrey for two legside sixes in one over and when Cowans returned, lifted his first ball for a third which, coupled with other crisp strokes, took him to 54 from only 40 balls.

His captain then had a word with him, perhaps suggesting that quiet accumulation was all that was required, but Kapil still drilled the next ball into mid-on's hands and Gavaskar, at 34, survived a close lbw against Cowans before playing across a full length delivery from Agnew, to his undisguised annoyance.

India then needed 44 from 15 overs. Even Minor Counties (North) would not have jibbed at that, but Shastri's normal calm deserted him and if he had not escaped a steepling top edge off Agnew at nine, England might have made it improbably 4-0.

ENGLAND

G. Fowler, b Shastri	37
M. D. Moxon, c Srikkanth, b Dev	70
M. W. Gatting, b Shastri	1
D. I. Gower, c & b Shastri	11
A. J. Lamb, st Viswanath, b Shastri	30
C. S. Cowdrey, not out	46
V. J. Marks, b Sekar	4
†P. R. Downton, c Rajput, b Sekar	15
P. H. Edmonds, not out	6
Extras (b 3, lb 15, w 1, nb 1)	20
50 overs Total (7 wkts)	240

Did not bat: N. G. Cowans, J. P. Agnew.
Fall of wickets: 1-70, 2-73, 3-100, 4-154, 5-176, 6-199, 7-221.
Bowling: Dev 10-1-42-1; Prabhakar 10-1-36-0; Sekar 10-0-50-2; Patel 10-1-34-0; Shastri 10-1-40-4.

INDIA

K. Srikkanth, b Cowans	6
L. Rajput, c Downton, b Cowans	0
D. B. Vengsarkar, c Downton, b Agnew	11
M. Azharuddin, b Cowdrey	47
*S. M. Gavaskar, b Agnew	52
Kapil Dev, c Gatting, b Cowans	54
R. J. Shastri, not out	24
M. Prabhakar, b Agnew	4
†S. Viswanath, not out	23
Extras (b 3, lb 14, w 1, nb 2)	20
47·4 overs Total (7 wkts)	241

Did not bat: T. A. Sekar, A. Patel.
Fall of wickets: 1-5, 2-11, 3-31, 4-90, 5-166, 6-197, 7-204.
Bowling: Cowans 10-0-44-3; Agnew 10-0-38-3; Marks 6-0-32-0; Edmonds 10-0-44-0; Gatting 4-0-14-0; Cowdrey 7·4-0-53-1.
Umpires: R. Mrutunjai & A. L. Narasimhan.
* Captain. † Wicketkeeper.

25 injured when Stand collapses

At least 25 people were injured, several seriously, when a bamboo stand near the Press box collapsed soon after the start of the one-day international in Nagpur.

More than 100 people were thrown to the ground when the structure gave way when only two overs had been bowled in England's innings. Police and volunteers helped to free trapped spectators.

Most of the injured had broken limbs, but several were carried away unconscious. The umpires restarted the game four minutes after the incident while rescue work was still in progress.

Wessels helps Australia regain pride

AUSTRALIA'S embattled cricketers restored their tattered credibility at Sydney yesterday with a three-wicket victory over Sri Lanka in a 50-overs World Series game.

The Australians hit 242 for seven wickets, passing Sri Lanka's total of 240 for six with 2·5 overs to spare.

A watchful 82 by man-of-the-match Kepler Wessels was the cornerstone of the home side's reply while his captain Allan Border's 57 answered his team's critics in thrilling fashion.

Border's men, labelled one-day nohopers after losing to Sri Lanka in Melbourne last Saturday, kept up with the required run rate despite losing two early wickets for 28.

Most successful

Border and Wessels had little difficulty with the Sri Lankan attack. They added 90, with Border hitting nine boundaries off 67 balls, before he was stumped off Somachandra de Silva.

His innings took him past former Australian captain Greg Chappell's tally of 2,331 runs to become his country's most successful one-day batsman.

Sri Lanka slumped to 55 for four before captain Duleep Mendis and Aravinda de Silva rescued them with a 139-run partnership, a Series record.

Australia's win puts them second in the competition with two wins from seven games. Sri Lanka, with one win in six matches, must win this weekend's two games against the West Indies and Australia to qualify for the final against the West Indies.

SRI LANKA

†Sar Silva, run out	2
S. Wettimuny, b Wessels	21
R. S. Madugalle, c Phillips, b Hogg	7
R. L. Dias, c Phillips, b Wessels	19
*L. R. D. Mendis, c Phillips, b Lawson	80
A. de Silva, not out	81
R. J. Ratnayake, b McDermott	7
V. Karnain, not out	10
Extras lb 9, w 1, nb 3	13
50 overs Total (6 wkts)	240

Fall of wickets: 1-3, 2-25, 3-54, 4-55, 5-194, 6-204.
Did not bat: V. B. John, D. S. de Silva, A. L. F. de Mel.
Bowling: Lawson 10-2-32-1, McDermott 10-1-59-1, Hogg 10-0-55-1, O'Donnell 10-0-46-0, Wessels 10-0-61-2.

AUSTRALIA

G. M. Wood, c Ratnayake, b de Mel	0
S. Smith, c Silva, b John	4
K. C. Wessels, c Mendis, b Karnain	82
*A. R. Border, st Silva, b S. de Silva	57
D. M. Jones, not out	62
D. C. Boon, lbw, b John	3
†W. B. Phillips, b Ratnayake	19
S. O'Donnell, c Karnain, b de Mel	2
G. F. Lawson, not out	0
Extras lb 10, w 3	13
47·1 overs Total (for 7 wkts)	242

Fall of wickets: 1-0, 2-29, 3-119, 4-187, 5-195, 6-237, 7-238.
Did not bat: C. J. McDermott, R. M. Hogg.
Bowling: de Mel 8-0-55-2, John 10-1-35-2, S. de Silva 10-0-62-1, Karnain 10-0-38-1, Ratnayake 8·1-0-57-1, Dias 1-0-7-0.
*Captain †Wicketkeeper.

Forth, the New Zealand Schools prop, makes a clean catch in the lineout at Twickenham yesterday, with Green, of England, and Brooke awaiting developments.

HAYNES IN A HURRY

DESMOND HAYNES lashed a fiery 86 as the West Indians cruised to an eight-wicket win over Australian Capital Territory (A C T) in a 50-overs match in Canberra yesterday.

The Australians scored a respectable 212 for two but the touring side proceeded to plunder the Territory bowling with ease and reached their target in just 132 minutes in the 37th over.

The home side began well with Peter Woods, top scorer with a solid 58, and his partner Ken Stone putting on 100 before Woods was bowled by Eldine Baptiste. Stone hit 39 while Ken Norris struck a forceful 49 not out at number three.

Thelston Payne and Richie Richardson opened for the West Indies and Richardson's dismissal for 22 led to the arrival of Haynes, himself normally an opener.

Batting switch

Payne and Haynes built a century partnership in 65 minutes with Haynes hitting a six over long-on off leg-spinner Graham Bush, before switching to batting left-handed and hitting the spinner to the square leg boundary.

The A C T team included John Abrahams, captain of English county side Lancashire when Clive Lloyd has been on tour, who bowled seven controlled overs of off-spin for 30 runs.

Bush eventually had his revenge having Haynes caught, but Payne, with 67 not out, and Gus Logie passed the A C T total.

ACT

P. Woods, b Baptiste	58
K. Stone, c Payne, b Harper	39
K. Norris, not out	49
D. Pollinghorne, not out	30
Extras (b 6, lb 19, w 1, nb 10)	36
Total (2 wkts)	212

Fall of wickets: 1-100, 2-143.
Bowling: Davis 10-2-41-0; Walsh 10-3-34-0; Baptiste 10-0-45-1; Harper 10-0-26-1; Gomes 10-0-41-0.

WEST INDIES

T. Payne, not out	67
R. Richardson, c Bush, b Hansby	22
D. Haynes, c Hansby, b Bush	86
G. Logie, not out	22
Extras (b 3, lb 2, w 5, nb 6)	16
Total (2 wkts)	213

Fall of wickets: 1-35, 2-161.
Bowling: Watkinson 5-1-27-0; Hansby 6-1-41-1; Killer 4-0-29-0; Miller 3-0-25-0; Abrahams 7-0-30-0; Bush 9-0-49-1; Norris 2·4-1-7-0.

COUNTIES WAIT ON INCREASE

Counties demanding a bigger share of Test match receipts are likely to be told a month before the new season if they will receive more money from this summer's Ashes series against Australia.

A working party was set up by the Test and County Cricket Board's finance committee last October to investigate the disquiet over the imbalance in cash distribution.

TCCB spokesman Peter Lush said "The working party has had a number of meetings—and there are more to come. It was clearly going to take quite a while to formulate any detailed recommendations. Hopefully their report will be ready in March."

Test grounds, who shoulder the financial burden of staging the games, received £250,000 each from last summer's series with West Indies, while the remaining counties got £70,000 less from the TCCB's surplus.

Women's Cricket

ALL TESTS TO BE FOUR DAYS

By RACHAEL FLINT

All women's Test matches will in future be of four days' duration, it was decided at a meeting of the International Women's Cricket Council (IWCC) in Melbourne yesterday.

The Women's Cricket Associations of Ireland and Denmark were admitted to the Council and join England, Australia, New Zealand, West Indies and India in the world organisation.

The Council meeting coincided with England's tour of Australia, in which four day Tests have been played and results achieved in two out of four to date, with a win to each.

In the previous eight series between the two countries, spanning 50 years, England have won five Tests, Australia three, and 15 have been drawn. There is general agreement that four-day Tests are more likely to see a result.

Future plans include tours to England by India in 1986, Australia in 1987, and the staging of the fourth World Cup in Australia in 1988.

Honorary membership of the I.W.C.C. was conferred on England's Norma Whitehorn for her 24 years service to the world governing body, during which she served as chairman, treasurer and president.

The England and Australian teams arrived in Bendigo yesterday and prepare for the fifth and final Test which starts tomorrow.

Lawn Tennis

Noah's huge serve steals victory

By *JOHN PARSONS in Philadelphia*

YANNICK NOAH perilously saved four match points against Sandy Mayer when his comeback after seven months out of the tournament limelight began in earnest in the Ebel United States Pro Indoor Championships in Philadelphia.

It was a heartening way for the Frenchman to win, for it demonstrated that he has lost none of his resolve or ambition.

Even so, it was not until he was 2-5 in the final set that he at last began to establish authority on his serve.

After his 6-4, 5-7, 7-6 success over an opponent who has slipped to 117th in the world rankings, Noah spoke about how tough it is proving for him to regain the degree of form and fitness which made him French champion in 1983.

"For the first three weeks, when I started practising again, I felt I was a beginner," he said. "I couldn't move, I couldn't anticipate, I couldn't hit the ball soundly, and in fact I could hardly see the ball. What I need most of all now is more and more matches."

Mayer upset

Mayer was predictably upset at allowing four match points to escape. On the other hand, although much of the tennis was scrappy, the match points—one at 3-5, two at 4-5 and finally one at 5-6—were impressively saved by Noah, three of them with huge serves.

The most impressive display so far has come from Stefan Edberg, 19, the most versatile and aggressive of the formidable pack of young Swedish players on the men's circuit.

Now coached solely by Tony Pickard, the former British Davis Cup player and team captain, Edberg crushed Boris Becker, the West German, 6-3, 6-1.

The watching Jimmy Connors, who will be Edberg's next opponent, providing he first overcomes Leif Shiras, must have been impressed.

T. Smid (Czechoslovakia) bt M. Mitchell (US) 6-2, 3-6, 6-2; B. Gilbert (US) bt S. Glemmalva (US) 6-4, 7-6; T. Mayotte (US) bt J. Sadri (US) 6-3, 6-4; J. Soares (Brazil) bt D. Pate (US) 6-3, 7-6; E. Teltscher (US) bt J. Lapidus (US) 6-4, 6-3; Y. Noah (France) bt S. Mayer (US) 6-4, 5-7, 7-6; S. Edberg (Sweden) bt B. Becker (W Germany) 6-3, 6-1; C. Motta (Brazil) bt W. Fibak (Poland) 6-3, 4-6, 6-3; R. Krishnan (India) bt B. Taroczy (Hungary) 6-3, 6-3.

'DISASTER' DAY FOR FULWOOD

By BILL EDWARDS

NICK FULWOOD, Britain's 11th ranking player, took a 6-0, 6-3 beating from Bruce Derlin of New Zealand then a lecture from Chris Bradnam, his coach in the Lawn Tennis Association's Satellite Circuit at Peterborough yesterday.

Disappointed Bradnam said: "This was a disaster. He failed to identify his opponent's weaknesses and so make the most of his own talents. This is one of the fundamental troubles with British players and the reason why they lag behind," said Bradnam.

Fulwood, who has just received a sponsorship from Systems 80, a Derby double-glazing firm to help gain international experience, admitted: "I was playing the points as they came without looking deeper."

Stuart Bale, a member of the King's Cup team, is the only home player in today's semi-finals. He beat Randy Vigmostad of United States 6-4, 6-2 in 61 minutes.

It was a solid performance but Robin Drysdale, the other British player in the quarter-finals, went down 6-7, 6-4, 6-4, to Menno Oosting of Holland who will now meet Bale for a place in the final.

LTA MEN'S SATELLITE T'MENT (Peterborough). — Quarter-finals: B. Derlin (N. Zealand) bt N. Fulwood 6-0, 6-3. L. Lundgren (Sweden) bt J. Werner (Switz) 7-5, 6-3. S. Bale bt R. Vigmostad (US) 6-4, 6-2; M. Oosting (Holland) bt R. Drysdale 6-7, 6-4, 6-4.

TURNBULL HAS HARD FIGHT

Third-seeded Wendy Turnbull of Australia was forced to a third set before beating newcomer Grace Kim 6-2, 3-6, 6-2 in the weather-plagued Virginia Slims of Florida tournament in Key Biscayne.

None of the top players lost but Chris Evert Lloyd, seeded No. 2, lost a battle with the record-breaking cold spell. For the second day running officials postponed all evening matches, including Lloyd's second-round encounter with Gigi Fernandez.

In other matches involving seeded players, the No. 9, Catarina Lindqvist of Sweden defeated Debbie Spence 6-2, 6-2 and No. 12, Bettina Bunge, toppled South African Rosalyn Fairbank 6-1, 6-3. Kathy Rinaldi beat Kathy Horvath 6-3, 6-2.

VIRGINIA SLIMS OF FLORIDA T'MENT (Key Biscayne).—Rd 1: B. Bunge (W Germany) bt R. Fairbank (S Africa) 6-1, 6-3; T. Phelps bt G. Sabatini (Argentina) 6-2, 6-3; P. Louie bt L. Arraya (Peru) 6-3, 6-0; C. Karlsson (Swe) bt E. Leo (Australia) 6-2, 7-5; C. Lindqvist (Swe) bt D. Spence 6-2, 6-2; P. Paradis (France) bt R. White 6-3, 6-2; S. Walsh bt L. Savchenko (USSR) 2-6, 6-1, 7-5; L. Antonopolis bt J. Klitch 3-6, 6-0, 6-1. 2nd Round: W. Turnbull (Australia) bt G. Kim 6-2, 3-6, 6-2; K. Rinaldi bt K. Horvath 6-3, 6-2; S. Goles (Yug) bt K. Maleeva (Bul) 7-6, 6-3; Y. Vermaak (S Africa) bt J. Durie (GB) 6-1, 6-4.

Rackets

ATKINS & PUGH THROUGH

By ROB McLEAN

Geoffrey Atkins, world champion from 1954 to 1970, and Tom Pugh reached the semi-finals of the Combined Services rackets doubles (past and present) at Queen's Club, West Kensington, yesterday.

They are seeded to meet the Nicholls brothers, Mark and Paul, in Saturday's final.

SINGLES. — 2nd rd: Shorrock bt Wootton (rar) 16-14, 6-15, 17-16. 3rd rd: Reed-Felstead bt Shorrock 15-7, 15-4, 15-9; McCorodale bt Watts 15-4, 16-5, 15-6; Braithwaite w.o. Parsons (scr).

REGIMENTAL DOUBLES (qtr-finals).—Chamberlin & Maxwell bt Gordon & Erskine-Crum 15-0, 15-5, 15-2.

COMB. SERVICES DOUBLES (past & present).—Qtr-finals: Atkins & Pugh bt Roberson & Trusted 13-6, 15-2, 15-7.

Athletics

Budd all set for Decker clash

By KEN MAYS

ZOLA BUDD is all set for another encounter with American Mary Decker in the summer, but all memories of their catastrophe in the Los Angeles Olympics will be a thing of the past as far as the little South African born runner is concerned.

Miss Budd will run indoors for the first time in her life when she takes part in the Pearl Assurance national championships 1,500 metres at R A F Cosford tomorrow and Saturday.

But she will concentrate on the European grand prix circuit beginning in June and that is where she expects to again meet the American.

During a break in training at Birmingham's Holiday Inn she said: "I am looking forward to running big races and it will be the 3,000 metres where I expect to meet Mary again.

"But there will also be a lot of other girls in the races and Mary Decker is just another runner.

"What happened at the Olympics was taken out of proportion. The Decker incident is in the past and I am glad it is all over."

Miss Budd, 18, who will be running in Britain for the first time since July, paid her first visit to Cosford yesterday and said: "It felt like I had one leg longer than the other running round the steep bends."

With 15 runners entered in the 1,500 metres she will have to take part in the heats tomorrow and the final on Saturday for which there are still 1,000 tickets available.

After an experiment with spike shoes she has decided to run barefooted despite the hardness of the track. "But it will not affect my feet because it is not a long distance," she said.

Quick elevation

Running 75 miles of training each week, her ultimate aim is to move up to the 10,000 metres by the 1988 Olympics and then finish her career as a marathon runner.

Her final word on all the controversy surrounding her quick elevation to the British team for last year's Olympics was: "Looking back it may have been better if I had come to Britain in a non-Olympic year."

Schools International

PARKER EXCELS IN DEFEAT

By JOHN MASON

England Schools (18 Group) 6pts New Zealand Schools 12

NEW ZEALAND'S senior schoolboys, who return home today, completed a highly successful first tour of Britain and Ireland by beating England's 18-Group side by a goal and two penalty goals to two penalty goals at Twickenham yesterday.

In securing the 11th victory from 12 matches the New Zealanders reached 316 points, which included 51 tries. They conceded 52 points, only three teams managing to score tries against them.

While All Black rugby, plainly, has many competent hands, and feet, to service it in future seasons, yesterday's match was disappointing. The recent inactivity will not have helped though it was possible to see where and how Wales beat them last month.

Both teams yesterday were subjected to a rigorous examination by the referee, David Parry-Jones, much of which had accompanying New Zealand officials looking puzzled and unhappy in the committee box. Their dismay was understandable.

Sophisticated play

A penalty count of 26-10 in England's favour must explain a great deal because New Zealand, in most respects, were the more able team, particularly up front. There was power and sophistication in important positions and England's defensive schemes needed to work well.

Parker, England's full-back, had a distinguished match and need waste no sleep on account of four missed kicks at goal, all from long range. As it was he put over two penalties from 40 metres in the first 13 minutes to give England the lead.

Preston, New Zealand's talented scrum-half, whose opposite number, Kadooni, is only 16, followed with a penalty goal from short range after England, defending desperately, had fallen offside. He missed a second kick when England were penalised at a lineout.

The lineout and the ball on the ground were grey areas for the New Zealanders, who were too ready with tongues. Only rarely did their methods of winning possession satisfy the requirements of Mr Parry-Jones.

Dorgan prominent

New Zealand's try was scored by Mawhinney, the No. 8, following a scrum close to England's line. The hard-running Dorgan, left wing, had set up the position and Preston, who kicked a second penalty goal, converted from the touchline.

The second penalty goal followed a strong run by Clavis on the right and he appeared to score in the South West corner. The referee was unsighted, awarded New Zealand a scrum five metres out and, obligingly, England were offside as the opposition heeled.

ENGLAND SCHOOLS. — C. Parker (Chislehurst & Sidcup GS); S. Hackney (Stockton VI College), N. Smith (Cranleigh), G. Hiscoke (Hereford Cathedral School), P. Sheatman (John Smeaton HS, Leeds); M. Mallalieu (Sale County GS), A. Kardooni (Sherborne); M. Rawdins (Hampstead), A. Munro (Bradford GS), R. Hunt (Trent College), J. Green (Campion, Hornchurch), M. Harris (St Joseph's, Blackheath), P. Collings (Hatcliffe, Bristol), J. Turley (Grenleigh), A. Robertson (Watford GS, capt).

NEW ZEALAND SCHOOLS. — D. Halligan (Hamilton HS); S. Clavis (Palmerston North HS), R. Ellison (Hamilton HS), W. Maunsell (St Stephen's College, S. Auckland), C. Dorgan (Rongotai College, Timaru); S. Bachop (Hagley HS, Christchurch), J. Preston (St Bede's College, Christchurch); S. Mauliu (Auckland GS), M. Sterne (St Bede's College, capt), G. Forth (Horowhenua College), R. Brooke (Mahurangi College, N. Auckland), S. Gordon (Te Awamutu College), D. Monkley (Morrinsville College), D. Parkes (Palmerston North HS), J. Mawhinney (Southland HS, Invercargill).
Referee.—D. Parry-Jones (Wales).

Midlands Rugby

STOCKWOOD EYE CUP

By MICHAEL AUSTIN

Stockwood Park, Luton-based and winners of the Bedfordshire Cup a record six times, are setting sights on a John Player Cup place a decade after their previous appearance, when they lost 12-0 at Morpeth.

Park, with four players remaining, remarkably, from their most famous cup team, need to win two games to qualify again, beginning with the East Midlands semi-final against Stewart and Lloyds at Luton on Feb. 3.

"We have an age range of 19 to 40 in our team," said Mark Lovell, Park's captain and tight-head prop. "Rex Poulter, our No. 8, and fixtures secretary, is the elder statesman, and John Humphreys, our cup captain 10 years ago, an evergreen outside-half.

"Other survivors from that side are David Budge, a utility back, and Howard Parsons, a flanker," added Lovell, who has followed in the studmarks of his father, George, a Park tight-head prop for 20 years.

Coaching benefits

Park's young players are benefiting from cosmopolitan coaches. Peter Burke, a former London Irish prop, and John Howells, who played fullback for Llanelli and London Welsh, have helped Park through what Lovell described as "the toughest fixture list in the East Midlands."

While Park have regretted loss of match practice through frozen pitches, **Dudley Kingswinford**, a North Midlands club, have derived back-handed benefits with time to recover from a long injury list.

Ian Beddow, Jeremy Bill and Brian Platts, three backs, suffered facial injuries and Andrew Grosvenor, a wing, sustained a broken collarbone in the recent North Midlands Cup quarter-final, which Camp Hill won 9-7.

Derby, along with several other Derbyshire clubs, are concerned with the problem of disappearing coaches.

"We just cannot get one," said Tony Pry, Derby's secretary. "We need someone to administer the coaching side, or indeed, coach the first team."

RUGBY RESULTS

UAU CH'SHIP.—Qtr-Finals: Exeter 20, UC London 9—Loughborough 18, Leicester 3—Manchester 15, Durham 18—Newcastle 3, Nottingham 18.
SCHOOLS INT'NAL.—England 6, N. Zealand 12.
SCHOOLS.—King Edward's, Camp Hill 6, King Edward's, Birmingham 20—St Mary's, Crosby 8, Rochester Math 3—Warwick 26, Queen Mary's, Walsall 6—Emanuel 7, Eltham 28—Wirral GS 15, Birkenhead 14.

Oxford subdued by big NZ pack

By DAVID GREEN

Oxford University 0, New Zealand Universities 18pts

THE New Zealand Universities started their 15-match tour, which will take them also to Ireland, Italy and France, with a comfortable victory over Oxford University at a chilly Iffley Road yesterday afternoon.

Oxford's cause was not helped by the departure of Hugo MacNeill, their Ireland fullback, who went off with a strained hamstring with the international against Scotland on Feb. 2 very much in mind.

But the New Zealand margin of a goal and four penalty goals to nothing was a fair reflection of their superiority, though they will be irked that, despite forward superiority in tight, loose and line-out, they could cross Oxford's line only once.

Oxford's tackling, to be sure, was brave and they covered grimly, but when allowance is made for this and for the change of climate, one felt that some of the New Zealand tactics were mistaken.

Their pack, a stone a man heavier than Oxford's, was also mobile. Keenan and Speight won plenty of line-out ball—though MacDonald and Welsh had their successes for Oxford—and Moffat had an outstanding game on the flank.

Powerful shove

So powerful was the New Zealand shove that Mr Hawthorne, not the slowest man with a whistle, had the option of penalising the visitors for pushing early on their own ball or penalising Oxford for delaying the put-in as their scrum motored backwards.

Behind the New Zealand pack Kirk, their All-Black scrum-half, showed a rapid pass off either hand and he had a shrewd boot, but outside him things too often went wrong.

The New Zealanders relied, particularly in the first half, on miss moves in the centre undertaken at high speed. Most of these, either through faulty timing or mishandling, for which the cold was adequate excuse, came to nothing.

Pearson excels

A Sid Going perhaps would have used forward dominance to set up positions close to Oxford's line and then exploited the strength of McDowell and Saseve, a veritable battleship, on the short side.

As it was Oxford were given opportunities to counter-attack and Pearson, who performed wonders at the base of Oxford's defeated scrum, O'Brien, Risman and Vessey, well supported by Reed and Phelps, all had good moments.

Turner opened the scoring after 20 minutes with a simple penalty when Pearson strayed offside at a scrum by Oxford's posts, a position gained by quick New Zealand handling and a formidable kick and chase by Saseve.

Continuous pressure

Continuous New Zealand pressure, relieved only by the occasional Oxford break-out, produced a second penalty by Turner when Phillips, trying to open up inside his own 22, was tackled and played the ball on the ground.

Within 10 minutes of the interval Turner had kicked his third and fourth penalties, both for offside offences. Oxford mounted one or two promising attacks, and from one of these the New Zealanders produced their solitary try.

MacDonald, Welsh and Marvin drove into the New Zealanders' 22 but lost the ruck. Kennedy, having fielded Gray's relieving kick, attempted to run the ball, but loose passing enabled Collinson to send Saseve charging in from 40 yards for Turner to convert.

Oxford University.—H. MacNeill (A. Kennedy, 50); S. Vessey, J. Risman, T. O'Brien, L. Phillips; C. Evans, S. Pearson; D. Mills, J. Greenhalgh, A. Joyce, N. MacDonald, A. Welsh, R. Phelps, D. Reed, T. Marvin.
New Zealand Universities.—P. Turner; T. Saseve, J. Collinson, R. Smith, C. McDowell; M. Gray, D. Kirk; B. Bevin, M. Aoke, P. Robson, M. Keenan, M. Speight, M. Brewer, C. Moffat, G. Young.
Referee: M. Hawthorne (Royal Navy).

Hugo MacNeill . . . retired with hamstring injury.

Hastings' Light Blues too quick for RAF

Cambridge Univ. ... 29pts RAF ... 6pts

A FAMILIAR concoction of back skills, individual and collective, projected Cambridge into the Lent Term with an invigorating performance in victory over the Royal Air Force on the lush, green acres of Grange Road yesterday, writes Michael Austin.

Fielding nine Blues and 12 players in all still available for next season, Cambridge thrived under the guidance of Hastings, the new captain, goalkicker and Scotland B fullback, who scored 13 points.

While Cambridge's forwards, featuring O'Leary and Morrison, played the high speed game of quick lineouts and the two-man variety to hustle the heavier airmen, the Light Blues' backs showed the visionary support play to outpace their opponents.

Perfect foil

Victory by three goals, two tries and a penalty goal to two penalty goals was the logical outcome. Even touches of class from Orwin, in the line-out, and from Underwood, in the cover tackle, failed to offer the R A F any hope of their first win in six games this season.

Simms, a third England player denied by the snow in Dublin last weekend, showed the silky acceleration and instinctive magnetism for the gap which stamps him an outstanding centre.

Clough, a fellow Lancastrian, revelled as the perfect foil for Simms. Clough, 6ft 1in and 11st, strode 80 yards, bustling past and through tacklers, for the game's prime try to point Cambridge towards a 12-6 lead at half-time.

Others followed remorselessly with the RAF thankful for Gigg's sound defence, for solid scrummaging bringing two heels against the head and for the neatness of Evans, the outside-half, who kicked their goals. Fashioning tries was another matter.

Hastings had begun Cambridge's scoring with a try, appropriately from a pass by Bailey, his predecessor as captain, who completed only his third match for the Light Blues this season without ill effects from a nagging foot injury, first suffered in South Africa last summer.

Clough added his second try, Simms pounced on Huxtable's fumble for another and Pierce scored the last when Coptcoate failed to touch down an impish, rolling ball. Cambridge were well pleased with victory and with their new captain.

Cambridge University.—G. Hastings; D. Pierce, F. Clough, K. Simms, M. Bailey; S. Vyvyan, J. Turner; R. [illegible], P. Coombe, T. Borthwick, S. Attfield (J. Cunningham, 69), S. O'Leary, I. Morrison, P. Green, G. Turner.
R A F.—P. Abatne (M. Thomas, 58); R. Allison, I. Goslin, R. Huxtable, R. Underwood; M. Evans, M. Gigg; A. Billett, J. Davies, M. Whitcombe, J. Orwin, N. Burn, D. Gigg, M. Coptcoate, D. Parsonage.
Referee.—E. Houston (Herts).

Gloucester worried by merit muddle

By MICHAEL AUSTIN

GLOUCESTER, only two days before launching their John Player Cup campaign against Richmond at Kingsholm, are already deeply concerned about their chances of qualifying for next season's competition.

Their fears are well justified because they stand at the foot of the anomolous seven-club South and Southwest Merit Table, the vehicle for Cup entry, with a melancholy record of played two, lost two.

Prospects of Gloucester winning a place in next season's Cup competition hinge on their winning at least two of their remaining three merit games—at Bristol on Feb. 1, against Bath at Kingsholm on Feb. 9, and at Exeter on April 27.

The top five clubs qualify but unlike other divisional merit tables two matches, not one, between clubs can count so Gloucester are paying for their loyalty to traditional opponents and consequent neglect of Cornish fixtures which they would probably win.

Treasured fixtures

"We simply cannot find enough dates to fit in Camborne and Redruth," said Terry Tandy, Gloucester's secretary. "Even our only fixture against Plymouth Albion lost merit status at their request, on a County Championship Saturday. Ironically, we won.

"The problem is that we don't want to throw aside old and treasured fixtures, and playing midweek matches against Cornish clubs is impractical because of the distance."

Gloucester are sacrificing invaluable merit points as a result and their South and Southwest performance this season will be harshly judged on playing Bristol and Bath twice each and Exeter once.

This is in sharp contrast to Cornish clubs picking up wins against each other. Camborne stand a lofty second in the table, having beaten Redruth twice and drawn with Exeter, so highlighting the inequalities which have become painfully familiar to Bristol, Bath and Gloucester.

All three have previously failed to qualify for the Cup, Gloucester last season, little more than a year after they had been joint-winners with Moseley.

Last season Gloucester fitted in two fixtures with Launceston, then merit table members, to protect their entry prospects this season.

Gloucester won 50-0 at Kingsholm and 50-9 at Launceston, totalling 20 tries in the process, a meaningless exercise apart from the merit points.

SOUTH & SOUTH-WEST MERIT TABLE

	P	W	D	L	F	A	%
Bath	4	4	0	0	127	38	100
Camborne	3	2	1	0	59	15	83.33
Plymouth	3	2	0	1	76	32	66.66
Bristol	2	1	0	1	52	27	50
Exeter	5	1	1	3	46	59	30
Redruth	5	1	0	4	49	85	20
Glouces	2	0	0	2	18	35	—

Milk Cup—Fifth Round

WALKER GOAL KNOCKS OUT WATFORD

By ROGER MALONE

Watford ...... 0 Sunderland 1

WATFORD were knocked out of the Milk Cup by Sunderland at Vicarage Road last night—despite controlling much of the first half and fighting back with courage after the break.

Sunderland's weakened ranks not only held out in the first half—even though Watford dominated territorially—but the North-Easterners took the lead two minutes into the second half through Walker.

The odds were stacked heavily against a visiting side deprived of six regulars, through three suspensions, two players being ineligible and one injured.

Furthermore, Watford were unbeaten in five matches and Sunderland had lost all their last five games. Yet the home side suffered the early scares on a frozen surface, on which players often slipped over when attempting to turn quickly.

Sinnott's back pass almost caught a slithering Coton out of position, Barnes pulled up lame —and Sunderland made the first good chance. Cooke, in only his second senior game in a year, ran on to West's low centre, but drove over the bar.

Barnes recovers

With Barnes recovering after attention off the pitch from the trainer, and with Watford establishing their habit of getting many men forward, they began to pen Sunderland into their half of the pitch, gaining five corners and several free kicks.

From these set pieces, Reilly, the tall striker whose heading was a factor in Watford reaching Wembley last season, often caused problems for Sunderland by nudging the ball across the box.

Sunderland's occasional replies often resulted in Corner playing only his second senior game, fail to get enough power behind close-range shots.

Blissett, shaking off Elliott, made an opening, but Taylor could not control the ball which ran through to Turner.

But the good-sized crowd for a cold night—22,591, with several thousand having made the long journey from the North East—saw Watford fall behind five minutes into the second half.

Walker, the former Chelsea winger whose goal had set Sunderland on their way to their surprise 2-1 win at Tottenham, clearly remembered the old adage about nothing ventured, nothing gained.

His speculative 28-yard drive made a violent deflection while passing through a crowd of defenders, and caught Coton wrong-footed.

Watford.—Coton; Sinnott, Rostron, Taylor, Terry, McClelland, Sterling, Blissett, Reilly, Jackett, Barnes.

Sunderland.—Turner; Venison, Pickering, Corner, Chisholm, Elliott, Cooke, Berry, West, Daniel, Walker.

WEST HAM NEED A FIT DEVONSHIRE

By BILL MEREDITH

WEST HAM, ravaged by injuries, are trying to get Alan Devonshire, their England midfield player, match-fit within the next two weeks.

Devonshire has not played in the first team since damaging knee ligaments in last season's third round F A Cup tie with Wigan, but John Lyall, the West Ham manager, said yesterday: "He is now back in full training and raring to go."

It is essential for West Ham that Devonshire is back in action as quickly as possible. The casualty list at Upton Park makes depressing reading for them.

Billy Bonds, Dave Swindlehurst, Tony Gale and Ray Stewart are out with knee injuries, and only Stewart is near to returning.

Mr Lyall plans to give Devonshire a run in the reserves at Watford on Saturday and against Chelsea on Tuesday. "The important thing is for him to get as many reserve matches under his belt as possible," said the manager.

Loan deals

Gary Bailey will miss Manchester's United's fourth round F A Cup tie against Coventry on Saturday. United's goalkeeper has recovered from influenza but injured a finger in training yesterday.

Arthur Cox, the Derby manager, has arranged loan deals with Steve Sutton, the Nottingham Forest goalkeeper, and Gary Ablett, a highly-rated young Liverpool midfield player.

Richard Cadette, 19, who scored Orient's winner in their shock third round F A Cup win over West Bromwich Albion, could miss the fourth round tie against Southampton on Saturday. He injured a knee in Tuesday's Freight Rover Trophy match with Aldershot.

Sheffield United have rejected an increased offer of £15,000 by Bristol City for goalkeeper Keith Waugh, who has been on a month's loan at Ashton Gate.

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George Reilly, who caused problems for Sunderland by heading the ball across the box, and (right) John Barnes, who had to recover from an early injury.

F.A. Cup Replay

MILLWALL SURPRISE PALACE

By DAVID LUDDY

Crystal Palace 1 Millwall 2

A Steve Lovell header midway through the second-half against Crystal Palace, his former club, earned Millwall this F A Cup 3rd Round replay victory at Selhurst Park last night. Their reward is a fourth round tie at Chelsea or Wigan.

Neither side had played since their 1-1 draw at The Den 18 days ago. But the lack of match practice did not blunt the tackles that were delivered with abundance.

Second Division Palace, beaten only once in their previous 11 games, had the quality, with internationals Irvine and Murphy the creators in midfield, compared to the cut and thrust of Third Division Millwall led by Neal and Lovell, scorers of 32 goals between them this season.

Both goalkeepers were initially negative. Millwall's Sansome failed to collect Cosack's poor back pass in the second minute and Aylott punished them by scoring the opening goal.

Wood then allowed Chatterton's speculative 15 yard shot to go under his body before scooping pared with the cut and thrust of chance with Millwall's 25th minute equaliser. Briley beat the defence and chipped the ball ver the keeper to level the match.

Smith and Cusack were composed in the Millwall defence parring the thrusts and delivering clearances which allowed Neal and Lovell to torment their markers Nebbeling and Cannon.

A forty yard run by Lowndes created Millwall's second goal. His inswinging cross was smartly headed home by Lovell from six yards in the 66th minute — his 20th goal of the season.

It proved to be the match-winner, but not before Mahoney of Palace was sent off a minute from time, after a foul on Lowndes.

Crystal Palace. — Wood; Locke, Sparrow, Barber, Nebbeling, Cannon, Irvine, Murphy, Aylott, Nicholas, Mahoney. Sub: Mabbutt.

Millwall. — Sansome; McCleary, Roffey, Briley, Smith, Cusack, Lowndes, Chatterton, Neal, Lovell, Otulakowski. Sub: Nutton.

YESTERDAY'S FOOTBALL RESULTS

F A CUP—3rd Rd Replays

Blackburn v Portsmouth (postponed)

Charlton (0) 1 **Tottenham** (1) 2
Moore (pen) — Galvin, Falco
—21,409

C. Palace (1) 1 **Millwall** (1) 2
Aylott — Briley, Lovell
—10,755

Winners away to Wigan or Chelsea

Huddersfield (1) 3 **Wolves** (0) 1
Lillis 2 (1 pen), Pugh — Ainscow
—7,055

Winners away to Luton

Norwich (0) 1 **Birm'ham** (0) 1
Haylock — Wright
—11,883
(A.e.t. 90min: 1-1)

Winners away to West Ham

Wigan v Chelsea (postponed until Saturday)

MILK CUP—5th Rd

Ipswich (0) 0 **QPR** (0) 0
—16,143

Winners play Norwich in 2-leg semi-final.

Watford (0) 0 **Sunderland** (0) 1
—22,591 — Walker

Winners play Chelsea or Sheffield Wed on 2-leg semi-final.

FREIGHT ROVER TROPHY
1st Rd, 1st Leg

Blackpool (1) 2 **Tranmere** (1) 1
Deary, Teasdale — Aspinall
—1,523

Bury v Chester (postponed)

Gillingham (0) 0 **Colchester** (2) 2
Oakes, Shinners — Groves, Adcock
—965

Hartlepool (1) 2 **Lincoln** (0) 1
Waddle, Brown — Smithog
—1,500

Derby v Walsall (postponed)

Hereford x Bristol C (postponed until Jan. 30)

Peterborgh (2) 2 **Cambrge** (0) 1
Slack, Quow — Finney
—2,095

Reading v Brentford (postponed)

SCOTTISH F A CUP.—2nd Rd Replays: Postponed: Spartans v Inverness Th (Sat., 1.30); Stenhousemuir v Stranraer (Mon., Jan. 28, 7.30).

WELSH FA CUP.—4th Rd: Rhyl 2, Carmarthon 1.

GREAT MILLS WESTERN LGE.—Prem. Div.: Mangotsfield 0, Exmouth 3. Cup, 1st Rd, Shepton M. 0, Melksham 2. Postponed: Clevedon v Bideford.

FA TROPHY. — 1st Rd. Bootle 1, Bangor 1 (replay: Jan. 28)—Burton 2, Kettering 1—Frome 2, Windsor 0—Morecambe 0, Altrincham 2—Worthing 1, Worcester 2. Postponed: Bishop Auckland v Nth Shields (Jan. 28). 1st Rd Replays. Postponed: Barnet v Dagenham, Harrow v Slough.

RUGBY UNION

CLUB.—Penarth 12, Pontypridd 32—Swansea 4, O. Bosworthians (abandoned). REPRESENTATIVE. — Cambridge Univ 28, RAF 6—Oxford Univ 0, New Zealand Univ 18—Norfolk 0, Lincs 14—Kent Clubs 4, Middx Clubs 18—Army 7, Surrey 16 (Aldershot).

RUGBY LEAGUE.—Div. II: Salmon 14, Sheffield Eagles 8 (at Bolton FC).

Milk Cup

Ipswich and QPR must try again

By MICHAEL CALVIN

Ipswich ... 0 Q P R ... 0

THE treacherous conditions threatened to be the only winner at Portman Road last night when Queens Park Rangers and Ipswich Town fought for the right to meet Norwich in a Milk Cup semi-final next month.

Ipswich's determined approach on a rock-hard surface dusted with snow should have been rewarded as early as the fourth minute.

The nimble Gates, whose influence was to be sorely missed when he limped off midway through the first half, ignored the pressure of two defenders to hook the ball into the path of Putney.

The subsequent cross was low and hard and, with retreating defenders struggling to find their feet, Brennan was unmarked on the edge of the six-yard box when he unleashed an instant shot which hit the crossbar before spinning into the welcoming arms of Hucker.

Fillery booked

Unfortunately Ipswich rare recaptured that initial fluency. Their territorial dominance was unquestionable but, when a bad foul by Fillery, which was punished by a booking, soured the game they struggled to find any real rhythm.

Rangers' main contribution during a disappointing first half was to annoy the home crowd, though there can be no condoning the conduct of the idiot who appeared to throw a beer can at Stainrod.

Though offering little attacking threat Rangers had the consolation of defending the most treacherous goalmouth with some comfort.

Their only other main alarm came three minutes before the interval when Dozzell shot over the bar after substitute D'Avray set up the chance by heading Burley's cross into the area.

The way Ipswich refused to shirk a tackle and came forward whenever possible was personified by Butcher, the captain. His driven cross from the left provided a hint of a chance for Dozzell nine minutes into the second half but, challenged by the impressive Fenwick, the young forward stabbed the ball wide.

The final whistle signalled that a replay must take place at Loftus Road on Monday and, regrettably, also triggered a pitch invasion in which both sets of supporters staged running battles.

The police, apparently lacking in numbers, struggled to contain the violence.

Ipswich.—Cooper; Burley, Butcher, Zondervan, Osman, Cranson, Putney, Brennan, Dozzell, McCall, Gates.

QPR.—Hucker; Neill, Dawes, Waddock, Chivers, Fenwick, Wicks, Fillery, Bannister, Stainrod, Micklewhite.

FA Cup

Norwich frustrated by Birmingham

By A SPECIAL CORRESPONDENT

Norwich City ... 1 Birmingham ... 1
(after extra time)

NORWICH dominated Birmingham, their Second Division opponents, but had to look sharp to take their F A Cup third round replay into extra time at Carrow Road last night.

Before the match Ken Brown, Norwich's manager, underlined his displeasure with two players he disciplined during the week by dropping both.

Full-back Downs and winger Donowa were heavily fined by Brown in midweek for their confrontation at Anfield last Saturday.

They were rested in favour of young Spearing and the experienced Devine. The decision probably had more to do with their recent poor form.

Norwich welcomed Ron Saunders, a former manager, with a cautious opening assault. Barham repeatedly proved he had the beating of Roberts, the ageing Birmingham left-back, but his succession of crosses brought little result.

Too much respect

Norwich at times seemed to be paying Birmingham a little too much respect. A dour, goalless first half brought only intermittant action.

The skills of Hartford, Norwich's veteran midfield architect, enabled him to create three first-half openings for himself—a header and two shots just wide.

Norwich began the second half in a much more positive frame of mind. Bruce, his side's outstanding defender, burst straight from the kick-off, into the Birmingham penalty area before hitting a powerful shot straight at Seaman.

Woods, in the Norwich goal, had had a quiet match, but in the 73th minute the game then remarkably produced two goals in 20 seconds.

First Wright, the Birmingham captain, caught Woods by surprise with a powerful effort from 30 yards.

From the kick-off Norwich immediately replied, with full-back Havlock latching on to a loose ball to beat Seaman from the edge of the box.

Norwich could not break through again, and the tie went to extra time.

Dechan had a penalty saved by Seaman near the end of extra time.

Norwich City. — Woods; Havlock, Spearing, Bruce, Mendham, Van Wyk, Barham, Channon, Dechan, Hartford, Devine.

Birmingham City.—Seaman; Ranson, Roberts, Wright, Armstrong, Daly, Platnauer, Clarke, Bremner, Geddis, Hopkins.

OTHER SOCCER

NORTHERN PREM. LGE.—Postponed. Oswestry v Witton.

FRIENDLY. — Trengganu 0, Man. City 2 (Kuala Lumpur).

UAU CH'SHIP.—Qtr-Finals: Hull 2, Loughborough 1.

IRISH CUP. — Ballymoney 3, Island Magee 1—Glenavon 3, Crusaders 2.

SCHOOLS.—Forest 2, Langley GS 1—King Edward's Witley 4, Guildhall 1—Falmouth 2, Newquay 0—Richard Lander 3, Redruth 3. ESFA Nabarro Trophy, 1st Rd: St Joseph's, Wills 4, King Edmunds, Avon 2—Brampton Mtr, Essex 3, Mountbatten Sch, Herts 1. Barclays Bk U-19 Comp, 1st Rd: Lancing 5, Oakwood GS 2. ESFA U-19 County Ch'ship: Northants 4, Herts 4.

F.A Cup

Galvin & Falco put paid to Charlton

By DONALD SAUNDERS

Charlton ... 1, Tottenham ... 2

A FIRST-HALF goal by Tony Galvin and another from Mark Falco near the end, earned Tottenham an F A Cup visit to Liverpool as they knocked troublesome Charlton out of the competition in an exciting, long-delayed Third Round replay at The Valley last night.

Although Spurs played skilful, forceful attacking soccer they had to battle hard for control against spirited opponents in an exciting tie.

Charlton, however, refused to allow their opponents time to settle for a really telling shot or header. So Falco had a header cleared off the line by Friar, Hughton sliced another chance wide and Johns twice made good saves from Galvin.

Alert Clemence

Charlton were always willing to counter-attack and twice only the alertness of Clemence prevented them stealing the lead.

Still Spurs duly moved in front in the 33rd minute with the simplest of goals. Galvin collected a pass from Perryman, moved in from the left towards the edge of the penalty box and curled the ball just inside the far post.

This made Charlton more determined than ever. They set up a series of purposeful attacks that several times had Tottenham's defence in trouble.

Lee almost equalised with a determined run and shot which swept across Clemence before finishing inches wide of the far post.

Cleared off line

Just before half time, Clemence had to leap across goal to turn aside a fierce volley from Gritt. From the corner, Curtis's header was cleared off the line by Hughton.

Clemence was soon in action again after the interval, moving smartly to hold a firm shot from Curbishley, from the edge of the penalty box. Spurs then moved back into attack and put Charlton's defence under steady pressure.

I thought Tottenham a little unlucky not to be awarded a penalty when Crooks seemed to be fouled by Berry as he was about to shoot. The referee, Alan Gunn, thought otherwise.

So Charlton sighed with relief and resume their determined search for that elusive equaliser.

In the 70th minute Charlton replaced Towner with Dowman and launched a fierce rally. But five minutes from the end, Falco made certain of victory for Tottenham by driving home a corner that had been nodded ono by Crooks.

Three minutes later Miller brought down Moore in the box. The Charlton defender took the penalty himself, driving it firmly into the net.

Charlton. — Johns; Curtis, Friar, Gritt, Moore, Berry, Towner, Curbishley, Lee, Madden, Flanagan.

Tottenham. — Clemence; Stevens, Hughton, Roberts, Miller, Perryman, Chiedozie, Falco, Galvin, Hoddle, Crooks.

LILLIS HITS A DOUBLE

By PETER KEELING

Huddersfield 3, Wolves 1

Watched by David Pleat, manager of Luton, their F A Cup opponents on Saturday Huddersfield reached the Fourth Round by winning this four-times postponed tie through two goals by Mark Lillis and one from Pugh against one by Alan Ainslow for Wolves.

Cooper, who scored twice in Huddersfield's League victory here over Wolves earlier in the season, quickly caused the Midlands side problems again on a tricky snow-covered surface.

Cowling so nearly scored in the 15th minute from a Cooper centre and in the 21st minute goalkeeper Flowers did well to take a long range drive from Cooper.

Both goalkeepers were active with Cox early on doing well to block Buckland and in the 25th minute just stretching to reach a high back pass from Allardyce.

Cowling to rescue

Langley looked set to open the account for Wolves in the 28th minute, only for Cowling to come back into his own penalty area to rob him. Then in the 40th minute Huddersfield took the lead with a Lillis penalty after Haywood had pulled down Cooper.

It was tough for the hard-working Wolves defence who had done well up to this stage but Huddersfield were beginning to get a much bigger share of the ball and looking dangerous.

Straight from the kick-off in the second-half, Huddersfield increased their lead to 2-0. Lillis made a run to the edge of the Wolves' area, Wilson hit a long ball into him and his shot beat the startled Flowers.

To their credit, Wolves did not give up and in the 56th minute they reduced arrears after fine work on the left by young Chapman who sent a ball to the far post for Ainscow to pull the score back to 2-1.

After this Tempest was twice close to clinching the game for Huddersfield. First he shot wide from ten yards with the goalkeeper out of position and then nudged his shot over the bar from a difficult position in the penalty area.

Town clinched victory in the 87th minute when substitute Daral Pugh moved in from the right wing and beat goalkeeper Flowers with a low shot from a difficult angle.

Huddersfield. — Cox; Lowe, Burke, Doyle, Stoutt, Allardyce, Lillis, Cooper (Pugh, 55), Tempest, Wilson, Cowling.

Wolves. — Flowers; Humphries, Haywood, Chapman, Pender, Herbert, Ainscow, Cartwright, Langley, Buckland, Barnes (Butler, 52).

TODAY'S MATCHES

CENTRAL LGE.—Div. II: Blackpool v Sunderland (7).

FOOTBALL COMB. — Bristol R v Portsmouth (2.30).

FA TROPHY (7.30).—1st Rd: Harlow v Wealdstone, Metby v Croydon, Welling v Sutton. 1st Rd Replay: Bps Stortford v Bath, Bolton v Blyth. 1st Rd, 2nd Replay: Woking v Dulwich.

LONDON SENIOR CUP.—1st Rd: Fisher v Barking (7.30).

FA YOUTH CUP.—3rd Rd: Fulham v Bournemouth (7.30).

SOUTHERN JUNIOR FLOODLIT CUP.—2nd Rd Replay: Southampton v Swansea.

RUGBY UNION.—Hospitals Cup, 1st Rd: Middlesex v St George's (Chislehurst) and Kings v UCH (Red Kennel Hill) both postponed until Tuesday.

Golf

LLEWELLYN IN SHARED LEAD

David Llewellyn, the Welsh World Cup player, moved up to share the lead with Scotsman Jim Farmer after two rounds of the 54-hole Hotel Dona Filipa-Longshot Tournament at Quinta do Lago yesterday.

Round in a one-under-par 71 for a 141 aggregate, Llewellyn, 33, had a lost ball from a wild drive by Farmer at the final hole to thank for his position at the top of the leader board one stroke ahead of Ryder Cup veteran Neil Coles and two clear of Gordon Brand, senior, the overnight leader.

HOTEL DONA FILIPA LONGSHOT T'MENT (Quinta do Lago, Algarve): 141—J. Farmer (Duddingston) 72, D. Llewellyn (Thirsk & Northallerton) 71; 142—N. Coles (Espoir) 72; 143—G. Brand Senior (Alan MacGregor Cars) 74; C. O'Connor (R Dublin) 73; 144—L. Fickling (Enfield) 72; 145—S. Bishop (Watford Timber) 72. TEAM: 265—W. McColl, H. White-Smith, S. Stevenson, A. Hamilton; 266—N. Coles, J. Tarbuck, J. Stevens, R. Annand, S. Bishop, W. Gerhauser, J. Chapman, T. Probert, P. Arkerley, D. Layton, T. Layton, P. Macey; 270—D. Llewellyn, R. Speller, J. Speller, A. Trowe.

Ski-ing

SLALOM OFF AGAIN

The men's World Cup giant slalom ski race at Todtnau, West Germany, was yesterday postponed for the second successive day becausse rain had damaged the course with stones showing at some gates.

CYCLING

ROTTERDAM 6-DAY RACE.—Leaders: R. Pijnen (Holland) & D. Clark (Australia), 23pts. T. Doyle (GB) & G. Wiggins (Australia), 131, 6 (2 laps behind).

SQUASH RACKETS

AMERICAN EXPRESS PREMIER LGE.—Cannons 4, Dunnings Mill 1; Redwood Lodge 2, Edgbaston Priory 3.

CUMBERLAND CUP. — Div. II: Beckenham 3, Woodford Wells 2—Coolhurst 1, Lambton 4—Cumberland 1, Grafton 4—Wanstead 5, N. Middlesex 0—Wimbledon 0, Oakleigh 5.

HOCKEY RESULTS

ATARI LONDON LGE. — London Univ 0, Richmond 5.

REPRESENTATIVE. — British Police 1, Civil Service 1.

U A U CH'SHIP.—Qtr-finals: Exeter 2, Leicester 0. Women: Aberystwyth 0, Loughborough 6 — Manchester 4, Durham 3.

SCHOOLS.—Seaford Coll 3, Caterham 2—Shiplake 0, Pangbourne 3—Trinity, Croydon 0, Langley Pk 0—Taunton 2, Taunton Cheruhs 3.

REAL TENNIS

COMB. SERVICES DOUBLES (past and present).—2nd rd: Danby & Garside bt Wadkins & Grimston 15-10; Chamberlin & Maxwell bt Brennan & Duckworth 14-7; Robertson & Trusted bt Warfield & Watts 12-7.

NORDIC SKI-ING

WORLD CH'SHIPS (Seefeld, Austria).—Women's cross-country relay (4 x 5km): USSR 1hr 4m 30·1s, 1; Norway 1-4-38·8, 2; E. Germany 1-5-57·0, 3.

Hockey

OXFORD HIT NAVY FOR 8

By CHRIS MOORE

OXFORD, without a game since mid-December and desperately in need of practice with the match against Cambridge only a month away, celebrated their resumption by beating the Royal Navy 8-0 at icy Bisham Abbey yesterday.

Even without the injured Monks, usually the strong man of the university midfield, they proved far too quick for a below-strength Navy side and led 2-0 at the interval, both goals coming from Stevenson.

Keohane, the Oxford captain, moved himself to centre-forward for the second half and got his reward by scoring twice. Oldershaw also collected two and Mee and Swallow completed the Navy's discomfort.

It was not such a good day for the other universities, although Cambridge made a good start against the R A F at Coldham's Common, twice taking the lead before losing 4-2.

Substitute's hat-trick

Morris, coming on as a second-half substitute, turned the match the R A F's way with a hat-trick to add to Luffman's earlier goal, with Rush and Sudell scoring for Cambridge.

Newton, the Richmond captain, took London University by surprise with a goal in the first 10 seconds and later completed the scoring as Richmond moved on to a 5-0 victory. In between, Girdwood got two and Bishop added another.

The British Police took an early lead against the Civil Service on a slippery Crystal Palace pitch when Forrest, one of three Ulstermen in the team, finished off a surprise attack.

With the CS coming back into the game, left-winger Holton put them level in the 29th minute and, despite some good chances for the Police in the second half, there was no further scoring.

Ice Hockey

AUTUMN CUP SPONSORED UNTIL 1988

By HOWARD BASS

A NEW ice hockey sponsorship by Norwich Union for at least three years reflects the insurance giant's "great faith in the sport's potential in Britain."

It means financial backing for the Autumn Cup until 1988 and begins immediately with an Anglo-Scottish International on Saturday afternoon at Streatham.

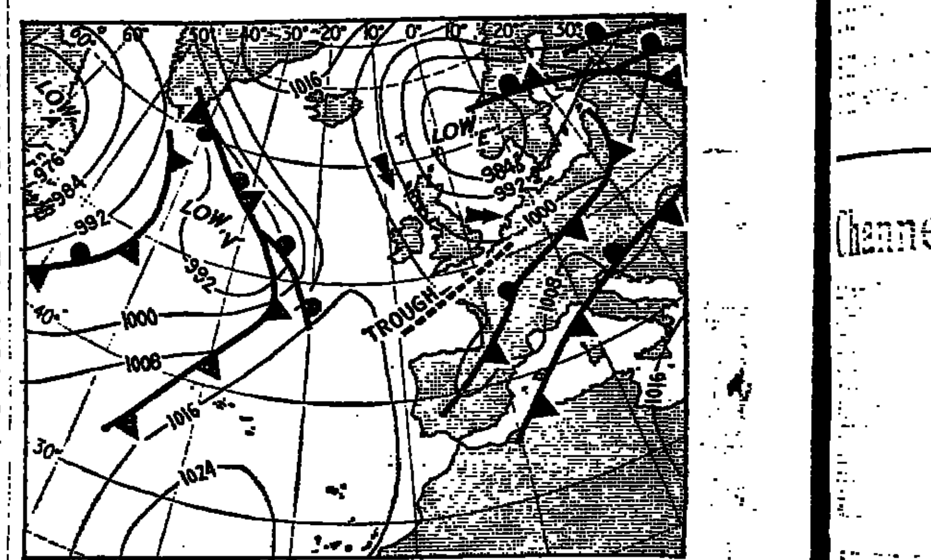
Specially arranged for television, this match will be shown on London Weekend's "World of Sport".

So as not to disrupt Heineken League fixtures, the select teams have been restricted to players from four of the five leading clubs — Dundee Rockets, Durham Wasps, Murrayfield Racers and Streatham Redskins.

Even so, because each country has been allowed to include six "import" players, a star-studded showpiece is in prospect.

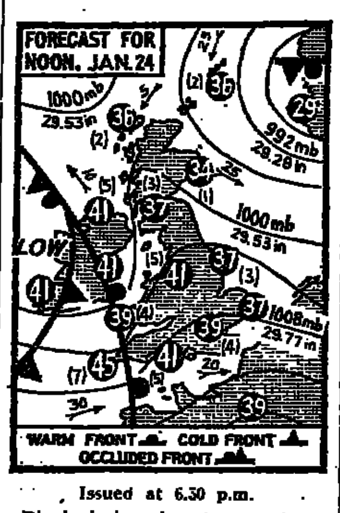
With the Heineken League already under an exclusive B B C contract, the likelihood of a corresponding link between Norwich Union and I T V means that the sport can now gain appreciably in coverage on both major channels.

ATLANTIC WEATHER—Noon Jan. 23



Low "A" will be slow moving and fill steadily. Low "V" will run quickly east and fill. Low "E" will be slow moving and fill.

BRITISH ISLES



Issued at 6.30 p.m.

Black circles show temperatures expected in Fahrenheit. The equivalent temperature in Centigrade is given alongside in brackets. Arrows indicate wind direction and speed in m.p.h. Pressures in millibars and inches.

HOME AND ABROAD

Ajaccio	f	61	16	Locarno	r	36	2
Akrotiri	s	63	17	London	s	41	5
Algiers	s	75	24	*L. Angls	c	57	14
Amstrdm	f	37	3	Luxmbrg	c	34	1
Ascension	s	81	27	Madrid	c	48	9
Athens	f	61	16	Majorca	c	41	5
Bahrain	s	70	21	Malaga	r	57	14
*Barbados	r	73	23	Malta	s	66	19
Barcelna	f	59	15	Manchstr	f	34	1
Beirut	s	63	17	Melbourne	s	70	21
Belfast	c	30	-1	*Mexico C	s	63	17
Belgrade	s	52	11	Miami	s	57	14
Berlin	s	39	4	Milan	dr	36	2
*Bermuda	f	63	17	M'ntreal	sn	19	-7
Biarritz	r	45	7	Moscow	sn	14	-10
Birmghm	s	37	3	Munich	r	39	4
Blackpool	f	36	2	Nairobi	f	79	26
Bordeaux	r	41	5	Naples	s	63	17
*Boston	s	27	-3	Newcastle	s	34	1
Boulogne	c	39	4	N. Delhi	s	64	18
Bristol	s	41	5	New York	c	28	-2
Brussels	f	39	4	Nice	c	55	13
Budapest	f	43	6	Oslo	sn	25	-3
*B. Aires	f	77	25	Paris	c	41	5
Cairo	f	66	16	Peking	f	30	-1
Cape Tn	s	75	25	Perth	s	90	32
Cardiff	s	41	5	P. Stanley	s	64	18
Casablnca	f	63	17	Prague	fg	34	1
Cologne	c	37	3	Reykjavik	f	25	-3
Copnhgn	c	34	1	Rhodes	s	61	16
*Chicago	s	19	-7	*R de Jan	s	82	28
Corfu	s	61	16	Riyadh	s	72	22
*Denver	f	14	-10	Rome	f	61	16
Dublin	s	34	1	Salzburg	c	37	3
Dubrvnik	r	55	13	*S. Frisco	c	45	7
Edinbrgh	s	34	1	*Santiago	s	64	18
Florence	f	63	17	*S. Paulo	c	75	24
Frankfurt	c	36	2	Seoul	r	28	-2
Funchal	c	61	16	Singapore	f	90	32
Geneva	f	46	8	Stockhlm	f	34	1
Gibraltar	f	59	15	Strasbrg	sn	34	1
Glasgow	f	36	2	Sydney	f	73	23
Guernsey	hl	39	4	Tangier	c	57	11
Helsinki	sn	7	-14	Tel Aviv	s	64	18
Hongkong	s	72	22	Toronto	sn	23	-5
Innsbrck	f	43	6	Tokyo	s	52	11
Invern'ss	hl	30	-1	Tunis	s	66	19
I. of Man	c	36	2	Valencia	f	59	15
Istanbul	f	50	10	*Vancver	f	39	4
Jersey	f	45	7	Venice	fg	41	5
Karachi	s	73	23	Vienna	fg	34	1
Larnaca	s	63	17	Warsaw	c	39	4
L. Palmas	f	59	15	*W'ngtn	f	28	-2
*Lima	f	81	27	Wellingtn	f	66	19
Lisbon	f	54	12	Zurich	f	45	7

Key: C—cloudy; dr—drizzle; f—fair; fg—fog; hl—hail; r—rain; s—sunny; sn—snow. Temperatures (F & C) lunchtime generally. Asterisk

LONDON READINGS

Max, temp. (6 a.m. to 6 p.m.) 43F (6C); min. temp. (6 p.m. to 6 a.m.) 36F (2C); rainfall nil; sunshine 6·7 hours.

In Britain yesterday (daytime): Warmest Guernsey 46F (8C); coldest Aviemore 30F (−1C); wettest Penzance 0·40 inch; sunniest Cardiff 7·4 hours.

BRITISH RESORTS

Reports for the 24 hours to 6 p.m. yesterday.

	Sun hrs.	Rain ins.	Max. Temps. F	C	Weather (day)
East					
Scarboro	6.8	—	37	3	Sunny
Bridlngtn	7.1	—	37	3	Sunny
Cromer	5.8	—	37	3	Sunny
Lowestoft	5.5	—	37	3	Sunny
Clacton	6.0	—	37	3	Sunny
Margate	—	—	39	4	Bright
South					
Folkestone	3.1	—	41	5	Sunny
Hastings	2.7	—	43	6	Sunny
Eastbrne	2.4	—	41	5	Bright
Brighton	—	—	39	4	Sunny
Worthing	1.6	—	41	5	Cloudy
Bognor R	2.5	—	39	4	Bright
Southsea	1.5	0.02	41	5	Sleet
Sandown	2.1	—	39	4	Sunny
Shanklin	2.6	0.01	39	4	Bright
Ventnor	3.6	—	41	5	Sleet
Bournemth	3.5	0.02	39	4	Sleet
Poole	3.1	0.05	39	4	Snow
Swanage	3.5	0.02	41	5	Sunny
Weymouth	4.4	—	43	6	Sunny
Exmouth	4.2	0.02	41	5	Sunny
Teignmth	4.6	0.01	43	6	Sunny
Torquay	4.9	0.03	43	6	Sunny
Falmouth	5.5	0.23	45	7	Sunny
Penzance	6.3	0.40	45	7	Sn p.m.
Jersey	1.3	0.19	45	7	Hail am
Guernsey	2.8	0.14	46	8	Hail
West					
Scilly I.	4.7	0.06	45	7	Hail
Newquay	5.3	0.19	—	—	Bright
Ilfracombe	6.7	0.13	43	6	Sunny
Tenby	6.5	—	41	5	Sunny
Colwyn B	3.8	0.11	36	2	Hail am
Southport	2.6	0.09	37	3	Sleet am
Morecambe	2.1	0.07	37	3	Snow
Douglas	2.8	0.23	36	2	Bright
Scotland					
Eskdlmuir	7.1	—	33	0	Sunny
Prestwick	4.0	—	37	3	Bright
Glasgow	5.8	—	36	2	Sunny
Tiree	1.8	0.07	37	3	Snow
Stornoway	1.5	0.17	36	2	Hail
Lerwick	1.4	0.15	34	1	Hail
Wick	0.1	0.23	36	2	Thundry
Kinloss	2.1	0.03	36	2	Snow
Aberdeen	2.9	0.17	32	0	Showers
S Andrews	7.1	—	36	2	Sunny
Edinburgh	6.3	—	36	2	Sunny
Northern Ireland					
Belfast	0.5	0.24	32	0	Snow
Lake District					
Keswick	4.8	—	39	4	Sunny

Lighting-up time 5.6 p.m. to 7.19 a.m. Sun rises 7.50 a.m. Sets 4.36 p.m. Moon rises 9.48 a.m. Sets 8.21 p.m. High water at: London Bridge 3.46 a.m. (22.8ft); 4.13 p.m. (23.4ft): Dover 12.48 a.m. (21.4ft); 1.6 p.m. (20.4ft).

SKI-ING CONDITIONS

The following reports were supplied by representatives of the Ski Club of Great Britain:

	Depth l	Depth u	Conditions Piste	o.p.	Weather	Temp(F) 5 pm
Avoriaz	60	80	fa	v	f	34
Crans Montana	30	150	fa	h	sn	37
Davos	35	120	fa	v	cl	39
Flaine	35	170	h	h	r	39
Ischgl	20	90	fa	v	cl	46
Kitzbuhel	8	30	pr	v	cl	34
Les Arcs	30	90	fa	v	d	34
Saas Fee	35	160	g	h	sn	36
Sauze d'Oulx	45	90	g	pd	sn	32
Verbier	50	140	g	h	r	39
Villars	5	40	pr	h	r	41
Wengen	30	70	w	v	r	37

Key: l—lower; u—upper; c—closed; cl—cloud; cr—crust; f—fine; fa—fair; fo—fog; g—good; h—heavy; i—icy; o.p.—off piste; pd—powder; pr—poor; r—rain; sn—snow; sp—spring; th—thaw; v—varied; w—worn. Depths in centimetres; temperatures in Fahrenheit.

SCOTLAND

CAIRNGORMS.—Upper runs: complete, wide cover of new snow. Middle runs: complete, new snow. Lower slopes: complete, wide cover of new snow. Vertical runs: 1,600ft. Hill roads: blocked. Main roads: moderate snow. Snow level: 1,500ft.

GLENSHEE.—Upper runs: complete but narrow, new snow drifting. Lower slopes: ample nursery areas, new snow drifting. Vertical runs: 1,600ft. Hill roads: south open north closed. Main roads: clear. Snow level: 1,000ft.

GLENCOE.—Upper runs: complete, new snow on a firm base. Lower slopes: complete, new snow on a firm base. Vertical runs: 1,600ft. Hill roads: icy. Main roads: slight snow. Snow level: 1,000ft (open at weekend only).

LECHT.—Stormbound.

Forecast for today: Cold, strong N.W. winds, gales on highest slopes, slowly moderating. Freezing at all levels. Sunny intervals and snow showers heavy at times. Much drifting.

Outlook for tomorrow: Further scattered showers. Lighter winds, cold.

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TELEVISION—THURSDAY

GUIDE BY RONALD HASTINGS

BBC-1

6.30 a.m.-9 Breakfast Time, with Frank Bough and Selina Scott. 10.30-10.50 Play School, rpt. 12.30 News, Weather. 12.57 Regional News (London and South East only: Financial Report and News). 1 Pebble Mill at One, including The Pebble Mill House plans and Jill Crawshaw with holiday hints. 1.45 Bagpuss, rpt. 2-2.40 The Afternoon Show, with Living Together, sex and the mentally handicapped, and Council Houses, whether to buy. 3.48 (not London) Regional News. 3.50 Play School. 4.10 The Family-Ness. 4.15 Simon and the Witch, read by Nerys Hughes. 4.25 Dogtanian and the Three Muskehounds. 4.50 John Craven's Newsround. 5 Blue Peter: Galactic Lunapede! How to make a space puppet. (Ceefax sub-titles.) 5.30 Dr. Kildare: Life in the Dance Hall, rpt. 5.58 Weather.

6 00 NEWS.

6 30 REGIONAL MAGAZINES.

6 55 TOMORROW'S WORLD—The latest scientific ideas.

7 20 ODD ONE OUT — Paul Daniels back with a new series in which contestants have to choose which word, picture or music doesn't fit.

7 50 TOP OF THE POPS — Introduced by Mike Smith and Steve Wright.

8 30 A QUESTION OF SPORT—The sports quiz. (Ceefax sub-titles.)

9 00 NEWS, WEATHER.

9 25 ★CHARTERS AND CALDICOTT — Will the Real Jenny Beevers . . .? They spend the weekend at a country house with uncomfortable companions and stumble on a second murder. (Ceefax sub-titles.)

10 15 QUESTION TIME — Sir Robin Day with Dr John Cunningham, Jo Foley, Sir Geoffrey Howe and David Owen.

11 15 NIGHT COURT — Wonder Drug. A cold cure turns court clerk Lana into a sex maniac and the judge has to cope with her. Some quite nice humour in this American series, not quite up to Taxi or Cheers but very much in their style. 11.40 Weather.

BBC-2

9.20 a.m.-3 p.m. Daytime on Two, a sequence of 15 short educational programmes. 5.25 News, Weather. 5.30 Speak Out: this week young people in London are linked by satellite to New York to discuss, among other things, opinion polls of teenagers.

6 00 MONKEY — The Difference Between Night and Day. Japanese adventure series. Repeat.

6 40 100 GREAT SPORTING MOMENTS—Henry Cooper v Billy Walker, 1967. Cooper's ninth defence of the British heavyweight title.

7 00 "HIGHER AND HIGHER" (1943, b/w) — There was only one way to go after this rather witless musical in which Frank *Sinatra made one of his* first leading appearances. An amazingly mixed cast which could have done wonders with better material, among them Leon Errol, Michele Morgan (wasted), Jack Haley, Victor Borge, Barbara Hale and Mel Torme.

8 30 OUT OF COURT — David Jessel and Sue Cook with more illumination for today's dark, illegal corners.

9 00 THE MISTRESS — Second episode of the new Carla Lane serial comedy with Felicity Kendal, Jane Asher and Jack Galloway.

9 30 FORTY MINUTES — Sweet F.A. And it stands for Fascinating Aida, a singing group of three girls from the world of cabaret and festival fringe. They have won a contract to record their first disc, but which outrage is it to be? The eventual choice makes them wonder if they are being homogenised, and if so whether it was all worth while.

10 10 THE ROCKFORD FILES — *To Protect and Serve.* First of a two-part story. Repeat.

11 00 NEWSNIGHT.

11 45-12.15 OPEN UNIVERSITY.

ITV Thames

6.15 a.m. Good Morning Britain. 9.25 Thames News Headlines. 9.30 For Schools. 12 The Little Green Man. 12.10 Mooncat and Co: Friends, rpt. 12.30 The Sullivans. 1 News. 1.20 Thames News. 1.30 Falcon Crest: For Better, for Worse. 2.30 Daytime, with Sarah Kennedy. 3 Gems, episode 81. 3.25 Thames News Headlines. 3.30 Sons and Daughters. 4 The Little Green Man, rpt. 4.15 The Moomins. 4.20 Sooty: Super Dog. 4.40 Words, Words, Words. 5 Dangermouse. 5.15 Blockbusters.

5 45 NEWS.

6 00 THAMES NEWS — With Andrew Gardner and Tina Jenkins.

6 30 THAMES SPORT — Presented by Steve Rider.

7 00 KNIGHT RIDER — Lost Knight.

8 00 DUTY FREE — Praying Mantis. Repeat.

8 30 HOTEL — Illusions. J. Scott Foreman (Andy Griffith) arrives at the hotel for a banquet honouring him as Man of the Year, with his wife. But he is soon found with his mistress, a model.

9 30 TV EYE — The Margaret Thatcher Interview. The Prime Minister is interviewed by Alastair Burnet on how 1985's problems may be solved.

10 00 NEWS AT TEN; followed by Thames News Headlines.

10 30 KOJAC—Cop in a Cage. An ex-convict is threatening the life of Kojac and his family, with his niece's wedding day approaching. Repeat.

11 30 COCKNEY DARTS CLASSIC — Final of the men's tournament and semi-final of the women's. Presented by Steve Rider and Eric Bristow, who also plays Graham Gooch.

12 20 NIGHT THOUGHTS — With Frank Field.

Channel 4

2.30 p.m. The British at War: three more war-time films starting with "Went the Day Well?" (1942, b/w). An English village is invaded by German paratroopers disguised as Royal Engineers and the squire turns out to be a fifth columnist. Widely admired at the time and now a valuable document with a good cast including Leslie Banks, Frank Lawton, Thora Hird, Basil Sydney and Elizabeth Allan. Followed by "Five-Inch Bather": film about wartime economy in the depth of bath water, b/w and "From the Four Corners" (b/w): Leslie Howard shows and discusses London's past, with an Australian, a Canadian and a New Zealander. 4.30 Countdown, with Richard Whiteley.

5 00 "WEST POINT STORY" (1950, b/w) — James Cagney as a Broadway producer of musicals visits the American military academy to help stage a show. Thin and obvious entertainment carried along by the enthusiasm of the star, plus Virginia Mayo, Doris Day, Gordon MacRae and Gene Nelson.

7 00 CHANNEL FOUR NEWS — At 7.50 Comment and Weather.

8 00 DISCOVERY — David Bellamy and Miranda Robertson investigate the death of the dinosaurs. Did they fall, because the world went so cold? Or were they pushed, by something from outer space, like a death star or a comet?

8 30 TREASURE HUNT — The South of France. The contestants both come from Cirencester.

9 30 THE PRICE — Episode three and things aren't going well for Geoffrey Carr (Peter Barkworth), his company's shares are sliding and he's not doing too well in trying to raise money for his family's ransom.

10 30 BILLIARDS — Rex Williams v Ray Reardon. Second match in the new tournament.

11 15 ASSAULTED NUTS — Satirical and comic sketches with Elaine Hausman, Wayne Knight, Bill Sadler, Tim Brooke-Taylor, Daniel Peacock, Barry Cryer, Marcelle Rosenblatt and Cleo Rocos.

11 45-12.10 HALL OF MIRRORS — Buddhism. Professor James Mackey talking with Master Daishin Morgan, Abbot of Throssel Hole Priory.

★★ Outstanding. ★ Recommended.

ITV REGIONS

TVS

6 15 Good Morning.
9 25 TVS Outlook.
9 30 For Schools.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; TVS News.
1 30 Shine On Harvey Moon.
2 30 Daytime.
3 00 Gems.
3 27 TVS News, followed by The Protectors.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 Coast to Coast.
6 40 Crossroads.
7 05 Emmerdale Farm.
7 35 Murder, Mystery, Suspense — Columbo (1971), with Peter Falk.
9 00 Duty Free, rpt.
9 30 TV Eye: L.
10 00 News; TVS News.
10 30 Sporting All Stars.
11 00 Inn Quiz.
11 30 The Master.
12 30 Company.

Anglia

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; Anglia News.
1 30 The Champions, rpt.
2 30 Daytime.
3 00 Gems.
3 25 Anglia News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 About Anglia.
6 35 Crossroads.
7 00 Knight Rider.
8 00 Duty Free, rpt.
8 30 Hotel.
9 30 TV Eye: L.
10 00 News: Anglia News.
10 30 Professionally Speaking: John Swinfield talks to Professor Paul Hirst.
11 00 "The Lovers": Richard Beckinsale and Paula Wilcox in the 1972 film spin-off from the TV comedy series.
12 40 Norfolk-New Guinea Return.

Central

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 25 World of Stories.
12 40 Contact.
1 00 News; Central News.
1 30 The Champions.
2 30 Daytime.
3 00 Gems.
3 25 News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Diff'rent Strokes.
5 45 News.
6 00 Crossroads.
6 25 Central News.
7 05 Emmerdale Farm.
7 35 Murder, Mystery, Suspense—Columbo.
9 00 Duty Free, rpt.
9 30 TV Eye: L.
10 00 News; Central News.
10 30 Central Lobby.
11 00 The Protectors.
11 30-12.30 Fight Night.

Yorkshire

6 15 Good Morning.
9 25 Weather.
9 30 For Schools.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 Calendar Picture Show.
1 00 News; Calendar.
1 30 The Love Boat.
2 30 Daytime.
3 00 Gems.
3 25 News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Keep It in the Family.
5 45 News.
6 00 Calendar.
6 40 Crossroads.
7 05 Emmerdale Farm.
7 35 Murder, Mystery, Suspense—Columbo.
9 00 Morecambe and Wise.
9 30 TV Eye: L.
10 00 News.
10 30 Live at City Hall: Peggy Lee sings.
11 00 Barney Miller.
11 30-12.30 Fight Night.

HTV

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; HTV News.
1 30 A Country Practice.
2 30 Daytime.
3 00 Gems; HTV News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Diff'rent Strokes.
5 45 News.
6 00 HTV News.
6 40 Crossroads.
7 05 Emmerdale Farm.
7 35 Murder, Mystery, Suspense—Columbo.
9 00 Duty Free, rpt.
9 30 TV Eye: The Prime Minister interviewed by Alastair Burnet.
10 00 News; HTV News.
10 30 Winter Outlook.
10 35 The West This Week.
11 00 Shelley, rpt.
11 30 The Streets of San Francisco.
12 30 Weather.

HTV Wales: 6 p.m.-6.40 Wales at Six. 10.30-11 Wales This Week.

TSW

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; Local News.
1 30 The Love Boat.
2 30 Daytime.
3 00 Gems.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Gus Honeybun.
5 20 Crossroads.
5 45 News.
6 00 Today South West.
6 25 Gardens for All.
7 05 Benson.
7 35 Murder, Mystery, Suspense—Columbo.
9 00 Duty Free, rpt.
9 30 TV Eye: The Prime Minister interviewed by Alastair Burnet.
10 00 News; Local News.
10 35 The Yellow Rose.
11 30 Struggle.
12 00 Postscript.
12 05 Weather; Shipping.

Channel

9 30 For Schools.
12 00-5.15 As TSW.
5 15 Beverly Hillbillies.
5 45 News.
6 00 Channel Report.
6 35 Crossroads.
7 00 Home Cookery Club.
7 05-12 As TSW.
12 00 News & Weather in French; Weather.

Open University

BBC 2 TV: 11.45 p.m.-12.15 P670.

WELSH CHANNEL 4

1 p.m. Countdown. 1.30 Alice. 2 Beth, Sut, Pam, Pryd a Ble? 2.20 Ffalabalam. 2.35-2.55 Hwnt ac Yma. 3.20 The Making of Britain. 3.50 Six Centuries of Verse. 4.20 Cartoons. 4.50 Ffalabalam. 5 Scwbi-dw. 5.25 Hanner Dwsin. 5.35 The Mary Tyler Moore Show. 6 Brookside. 6.30 Peppino: cyfres o wyth o raglenni yn dangos cyfnod arbennig ym mywyd plentyn deg oed yw Peppino. Mae'n rhaid iddo symud o'i gynefin ar Ynys Sicily i fyw y Swisdir am nad oes gwaith i'w dad ar yr ynys. 7 Newyddion Saith. 7.30 Tro i'r Eidal. 8.5 Coleg. 8.35 Drannoeth y Ffair: Ficar: yn dilyn Penawdau Newyddion. 9.5 Worldwise: the Somerset Levels. 10-12.5 "Les Bons Debarras": French-Canadian drama set in Quebec. A family is disrupted by an adolescent's possessive love for her mother.

BBC WALES
5.35 p.m.-5.58 Wales Today. 6.30-6.55 Dr Kildare. 8.30-9 Week In Week Out.

RADIO

FOUR

5 55 on l/w Shipping.
6 00 News Briefing.
6 10 Farming Today.
6 25 Prayer for the Day.
6 30 Today.
9 00 News.
9 05 Checkpoint, rpt.
9 30 Living World, rpt.
10 00 Medicine Now, rpt.
10 30 Morning Story.
10 45 Act of Worship.
11 00 Jacqueline du Pré: a portrait for her 40th birthday.
11 48 Passing Trades?
12 00 You and Yours.
12 27 Humour in Music.
12 55 Weather.
1 00 The World at One.
1 40 The Archers.
1 55 on l/w Shipping.
2 00 Woman's Hour.
3 00 "Taptoe through the Telephones": rpt of John Fletcher's comedy thriller.
4 00 Enquire Within.
4 10 Bookshelf, rpt.
4 40 Story Time: "A Country Doctor's Notebook" (5).
5 00 PM (5.50 on l/w Shipping).
5 55 Weather.
6 00 News; Financial news.
6 30 My Word! Rpt.
7 00 News.
7 05 The Archers.
7 20 Any Answers?
7 40 International Assignment.
8 10 Plato to Nato, rpt: 4, Hobbes and Locke.
8 40 Profile.
9 00 Does He Take Sugar?
9 30 John Ebdon, rpt.
9 45 Kaleidoscope — "The Tin Drum": Phillip Brady talks to Günter Grass, author of the novel which created a stir 25 years ago, and to Volker Schlöndorff, director of the film made from it.
10 15 Book at Bedtime: "Second from Last in the Sack-race" (4).
10 30 The World Tonight.
11 15 Financial World.
11 30 Today in Parliament.
12 00-12.15 News, Weather.
12 33 Shipping forecast.

VHF: 9.5 a.m.-10.45 & 11-12 For Schools. 1.55 Listening Corner. 2-3 For Schools. 11 p.m.-11.30 Study on 4: Measuring Up. 12.30 a.m.-1.10 Night-time Schools.

THREE

6 55 Weather.
7 00 News.
7 05 Morning Concert (8-8.5 News).
9 00 News.
9 05 This Week's Composer: William Byrd.
9 45 MacDowell.
10 15 Viola Recital.
11 00 BBC PO in Italy: George Lloyd, Stravinsky, Sibelius (11.55-12.15 Six Continents, rpt).
1 00 News.
1 05 Birmingham Concert: Nigel Kennedy (violin) and Peter Pettinger (piano) play Franck, Falla and Ravel.
2 00 Massenet's opera "Manon" sung in French, with Ileana Cotrubas in the title role (3.10-3.15 & 4.5-4.10 Readings).
4 55 News.
5 00 Mainly for Pleasure.
6 30 Bandstand.
7 00 Spohr.
7 30 Philharmonia Orchestra conducted by Giuseppe Sinopoli, from the Royal Festival Hall: Schubert, Mahler (7.55-8.15 Mr Wolfe and Mr Perkins, rpt: part 1).
9 10 Politics and Development, rpt: Professor Elie Kedourie.
10 00 Music in Our Time.
11 20 A Frenchman in America, rpt: Milhaud.
11 57-12 News.

TWO

4 00 Colin Berry.
6 00 Ray Moore.
8 05 Ken Bruce.
10 00 Jimmy Young.
1 05 David Jacobs.
2 00 Paul Heiney.
3 30 Music All the Way.
4 00 David Hamilton.
6 00 John Dunn.
8 00 Wally Whyton.
9 55 Sports Desk.
10 00 The Impressionists.
10 30 Star Sound Extra.
11 00 Brian Matthew.
1 00 Charles Nove.
3 00-4 Blue Note Revisited.

VHF: 10 p.m.-12 As Radio 1.

ONE

6 00 Andy Peebles.
7 00 Mike Read.
9 00 Simon Bates.
12 00 Gary Davies.
2 30 Steve Wright.
5 00 Bruno Brookes.
7 30 Janice Long.
10 00-12 Into the Music.

WORLD

6 a.m. Newsdesk. 7 World News. 7.9 Twenty-four Hours. 7.30 Short Takes. 7.45 Network U.K. 8 World News. 8.9 Reflections. 8.15 Country Music Profile. 8.30 John Peel. 9 World News. 9.9 British Press Review. 9.15 The World Today. 9.30 Financial News. 9.40 Look Ahead. 9.45 Monitor. 10 News. 10.1 From the Promenade Concerts. 10.30 Clayton's Zodiac. 11 World News. 11.9 News about Britain. 11.15 New Ideas.

12 noon Radio Newsreel. 12.15 Top Twenty. 12.45 Sports Roundup. 1 World News. 1.9 Twenty-four Hours. 1.30 Network U.K. 1.45 Sackbuts and Sinfonias. 2 Outlook. 2.45 Out on the Floor. 3 Radio Newsreel. 3.15 The Pleasure's Yours. 4 World News. 4.9 Commentary. 4.15 Assignment. 4.45 The World Today. 5 World News. 5.9 Meridian.

8 p.m. World News. 9.15 A Jolly Good Show. 10 World News. 10.9 The World Today. 10.25 The Week in Wales. 10.30 Financial News. 10.40 Reflections. 10.45 Sports Roundup. 11 World News. 11.9 Commentary. 11.15 Merchant Navy. 11.30 Meridian.

12 midnight World News. 12.9 News about Britain. 12.15 Radio Newsreel. 12.30 Mainstream. 1 News. 1.1 Outlook. 1.30 The Music of Life. 1.45 Ulster Newsletter. 1.50 In the Meantime. 2 World News. 2.9 British Press Review. 2.15 The Art of Gerald Moore. 2.30 Church and State. 3 World News. 3.9 News about Britain. 3.15 The World Today. 3.30 Business Matters. 4 Newsdesk. 4.30 Country Music Profile. 5.45 The World Today.

WAVELENGTHS

Radio 1: 1089 kHz, 275 m. 1053, 285. Radio 2: 909, 330. 693, 433. (Radio 1/2 VHF: 88-90·2 MHz). Radio 3: 1215, 247. (90·5-92·5). Radio 4: 200, 1500. Greater London 720, 417. (92·94·5, 97·1). World Service: 648, 463. Radio London: 1458, 206. (94·9). LBC: 1152, 261. (97.3). Capital: 1548, 194. (95.8).

THEATRES & CINEMAS

OPERA & BALLET

• MATINEE TODAY

COLISEUM S. 836 3161 CC 240 5258
ENGLISH NATIONAL OPERA
Ton't 7.30 RIGOLETTO. Tomor 7.30 TOSCA. Sat. Wed 5.00 (please note early start) TRISTAN AND ISOLDE (not Uppers avail). Also Booking: Anna Karenina. CC Ticketmaster 01-379 6213.

ROYAL OPERA HOUSE COVENT GARDEN. Resv: 01-240 1066/1911. Access, Visa, Diners Club S. Standby info. 01-836 6903. 65 amphi seats avail. for all perfs from 10 a.m. on the day. Tickets Opera £2·00-£54·00. Ballet £1·00-£30·00.
THE ROYAL BALLET
Ton't, tomor 7.30 Cinderella. Sat., Wed. 8.00. The Nutcracker. Ballet Casting info. 01-240 9815.
THE ROYAL OPERA
Tues. 7.30 La Traviata.

CONCERTS

BARBICAN HALL, Barbican Centre, EC2. 01-638 8795/638 8891 Ton't 7.45 p.m. London Symphony Orchestra. Rudolf Barshai cond. Ju Hee Suh piano. MUSSORGSKY: A Night on the Bare Mountain. RACHMANINOV: Piano Concerto No 3; BRAHMS: Symphony No 1.

QUEEN ELIZABETH HALL (01-928 3191) CC 928 8800 Tomorrow 7.45 p.m. LONDON BACH ORCHESTRA. Philip Ledger. A Celebration of Bach and Handel. Handel: Concerto Grosso, Op. 3, No. 2. Vivaldi: Concerto for viola d'amore. Bach: Brandenburg Concerto No. 5. Vivaldi: Cello Concerto. Telemann: Don Quichotte.

ROYAL FESTIVAL HALL (01-928 3191) CC 928 8800 Tonight 7.30 p.m. PHILHARMONIA Giuseppe Sinopoli Schubert: Symphony No. 8. Mahler: Symphony No. 5.

WIGMORE HALL Box Office/CC 935 2141. Tonight at 7.30 p.m.: The world-famous harpsichordist KENNETH GILBERT plays BACH: 2 Partitas; SCARLATTI: 9 Sonatas.

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"OH BOY WHAT A HOOT." (E. O'Neill) Daily Mail.
SANDY WILSON'S
"WONDROUS MUSICAL." Mail on Sunday.
THE BOY FRIEND
"BLISSFULLY FUNNY." Times.
"A RIPPING SHOW." D. Tel.
LAST 2 WEEKS SEASON ENDS 2 FEB.

ALDWYCH THEATRE 836 6404/0641 CC 379 6233. Group Sales 930 6123. Mon.-Thur. 8, FRI. & SAT. 5 & 8.30.
ROWAN ATKINSON in
THE NERD
by LARRY SHUE.
Directed by MIKE OCKRENT
"An ambulatory Amityville Horror . . . a wonderful display of protracted comedy." Gdn. "RIB-SHATTERINGLY FUNNY." T. Out. "BLISSFULLY LUDICROUS." F.T.
TICKETS NOW AVAILABLE ON THE DAY FOR ALL MON-THURS PERFS.

AMBASSADORS 836 6111 cc 741 9999. Grp Sales 930 6123. Evgs 8.0. Sat. 5.30 & 8.30. Tues. Mat. 3.0
THE LITTLE THEATRE OF COMEDY COMPANY
ALAN AYCKBOURN'S
INTIMATE EXCHANGES
This Week: A ONE MAN PROTEST
Next Week: AFFAIRS IN A TENT
Directed by ALAN AYCKBOURN
"The most exciting theatrical concept to hit the West End since The Norman Conquests." S. Exp.

APOLLO, Shaftes Ave. S. CC 01-437 2663. 434 3598. Grp Sales 01-930 6123. Mon. to Fri. 8.00. Thurs. 3.00. Sat. 5.00 & 8.30.
KEITH BARRON MILO O'SHEA
CORPSE!
by Gerald Moon
"A WILD COMEDY THRILLER." D. Mail.
"NOT SO MUCH A WHODUNNIT AS A WHODUNNIT TO WHOM."
Price on top price seats for children.
MUST END FEBRUARY 2nd.

APOLLO VICTORIA. 828 8665. C.C. 630 6262. Group Sales 930 6123.
STARLIGHT EXPRESS
Music by ANDREW LLOYD WEBBER
Lyrics by RICHARD STILGOE Directed by TREVOR NUNN
"A MUSICAL THAT SURPASSES ANYTHING AROUND IN EVERY DIMENSION." D. Exp.
Eves. 7.45. Mats. Tues. & Sat. 3.0. BOX OFFICE OPEN 10 a.m.-8 p.m. 100 tickets are held for Tuesday matinees only, available at the Box Office from 10 a.m. on day of performance limited to 2 per person some £3 standing room tickets are available ½ hour before every performance for the unwaged and students.

ASTORIA THEATRE next to Tottenham Court Road. S. Box Office 734 4287/8/9. C.C. 379 6433. Grp Sales 930 6123.
ANDREW LLOYD WEBBER presents
MELVYN BRAGG & HOWARD GOODALL'S
THE HIRED MAN
"Unbeatable and unmissable." Punch.
"Howard Goodall's score is one of the finest I have heard in a British musical in years." Guardian. "A HIGHLIGHT OF THE YEAR AND A MAGNIFICENT BRITISH ACHIEVEMENT." Time Out.
"THE BEST MUSICAL OF THE YEAR." Punch. Evgs 8.0. Mats. Wed. 3.00. Sat. 4.00.

BARBICAN. 01-628 8795/638 8891 cc (Mon.-Sun. 10 a.m.-8 p.m.). For inclusive hotel/ticket package 01-930-7711.

ROYAL SHAKESPEARE COMPANY
BARBICAN THEATRE THE COMEDY OF ERRORS "an uproarious evening" S. Tel. today 2.00 & 7.30 (runs 2hr 20) MOTHER COURAGE by Brecht returns Jan. 28-31. TWELFTH NIGHT returns Feb. 4-7. Cheap day seats £5 from 10 a.m.
THE PIT WASTE by Harley Granville-Barker today 2.00 & 7.30 (runs 3½hrs) BREAKING THE SILENCE by Poliakoff returns Jan. 28-31.

COMEDY. 930 2578. C.C. 839 1438. Evgs. 8.0. Fri. & Sat. 6 & 8.45.
BEST MUSICAL Evg. Std.
THE INTERNATIONAL AWARD WINNING SMASH HIT
LITTLE SHOP OF HORRORS
SECOND GREAT YEAR!
"I LOVED IT—HOPE IT RUNS FOR 1,000 YEARS." Time Out.
SEATS AT SOME PERFS FROM £6.
Group Sales Box Office 930 6123.

COTTESLOE 928 2252. CC 928 5933 'S' National Theatre's small auditorium—low price (tkts). Tomor. 7.30, then Jan. 26 to 31 FOOL FOR LOVE by Sam Shepard. (Transfers to Lyric Shaftesbury Ave. Feb. 4).

CRITERION. S 930 3216 CC 379 6565 / 741 9999/379 6433. Group 836 3962. Evgs. 8.0. Thurs. Mats 2.30. Sats. 5.30 & 8.30.
"THE MIRROR & THE DAILY MAIL AGREE"
"BRITISH FARCE AT ITS BEST."
The Theatre of Comedy Company
ROBIN ASKWITH — JACK SMETHURST — PETER BALLIS — PRUNELLA GEE — SERETTA WILSON — TIMOTHY CARLTON — PAUL TOOTHILL — DAVID MASTERMAN in
RUN FOR YOUR WIFE
written and directed by RAY COONEY
Over 700 side-splitting perfs.
"SHOULD RUN FOR LIFE." Sunday Express.
Theatre Dinner Criterion Brasserie/Stalls or Circle Ticket £14·60.

DOMINION THEATRE. Tott. Ct Rd. W.1. 01-580 9562/3. C.C. 01-323 1576/7. Evgs. 7.30. Mats. Tues./Wed. Sat. 2.30. Until Feb. 9.
KEITH HARRIS & ORVILLE in
HUMPTY DUMPTY
A New Musical Pantomime.
2 for 1 Mon.-Thurs. Perfs. £2 OFF Children + OAP's Fri. and Sat. perfs. Tickets from £3.00 and £7.50.

DONMAR WAREHOUSE. Earlham St. Cov. Gdn. 836 3028/379 6565. Evgs 7.30. Mats Tomor. & Sat. 3.00. Until Saturday.
CHEEK BY JOWL in
ANDROMACHE

DRURY LANE THEATRE ROYAL. 01-836 8108. 01-240 9066. 01-240 9067.
DAVID MERRICK'S
Award Winning Broadway Musical
42ND STREET
"A BLISSFUL EVENING. EVERYTHING POSSIBLE FOR A MUSICAL TO HAVE AND STILL PLENTY MORE —DAZZLING!" D. Mail.
"EXHILARATING." D. Tel.
"YOU WON'T FIND A SHOW IN LONDON WITH MORE RAZZLE DAZZLE." D. Exp.
Evgs 8.0. Mats Wed. 3.0. Sats 5.0 & 8.30. Group Sales 01-930 6123. Booking until July Mon.-Sat. 10 a.m.-8 p.m.

DUCHESS THEATRE. 01-836 8243. 01-240 9648 S.
HELEN MIRREN in
EXTREMITIES
A new play by William Mastrosimone
"A potent piece of real raw drama." D. Mail. "A powerful and disturbing thriller." Std. Evgs Mon.-Fri. 8.0. Mat. Wed. 3.0. Sat. 5.30 and 8.30.
SUITABLE FOR ADULTS ONLY

DUKE OF YORK'S. S. 836 5122/5837. Evgs 8. Thurs. 3.0. Sat. 5.0 & 8.30.
"TRIUMPH ON TAP." E. Std.
STEPPING OUT
A new comedy by RICHARD HARRIS.
"HAD THE FIRST NIGHT AUDIENCE YELLING FOR MORE." Daily Mail.
"MUST SURELY TAKE THE TOWN . . . GO." Daily Telegraph.

GARRICK. C.C. S. 01-836 4601. Evgs 8.0. Wed. mat. 3.0. Sat. 5.0 and 8.0. C.C. 379 6433. Group sales 01-930 6123.
14TH HYSTERICAL YEAR. LONGEST-RUNNING COMEDY IN THE WORLD.
NO SEX, PLEASE—WE'RE BRITISH
2 HOURS OF NON-STOP LAUGHTER
Directed by Allan Davis.
OVER 5,500 FANTASTIC PERFS.

GLOBE. C.C. 437 1592.
Andrew Lloyd Webber presents the COMEDY OF THE YEAR
Soc. of West End Theatre Award '83.
DAISY PULLS IT OFF
by Denise Deegan.
Directed by David Gilmore.
"ABSOLUTELY SPIFFING." D. Tel.
"FULL MARKS FOR DAISY." Std.
"A gold star for Daisy for a delightful show." Daily Mail. Evgs 8.0. mats Wed. 3.0. Sat. 4.0.
Group sales 930 6123.
"THIS IS AN ABSOLUTE HOOT AND A SCREAM." Sunday Times.
SECOND GREAT YEAR.

GREENWICH THEATRE. 01-858 7755. Evgs 7.45. mat. Sat. 2.30. CIDER WITH ROSIE by LAURIE LEE. adapted for the stage by JAMES ROOSE-EVANS. "A most appealing show." Time Out. Extended to February 2nd.

HAYMARKET THEATRE ROYAL 930 9832. Group Sales 930 6123.
MAGGIE SMITH — JOAN PLOWRIGHT
and MICHAEL JAYSTON
THE CHICHESTER FESTIVAL THEATRE PRODUCTION OF
THE WAY OF THE WORLD
Directed by William Gaskill
"Maggie Smith returns to our stage in glory." F. Times. "The most outstanding achievement was that of Joan Plowright." Standard. "William Gaskill's superb production." Punch. Evg. 7.30. Mats Wed. 2.30. Sat. 3.0.
FOR A LIMITED SEASON.

HER MAJESTY'S. 01-930 6606. C.C. 01-930 4025. Group Sales 930 6123.
WEST SIDE STORY
"THE BEST MUSICAL EVER WRITTEN." City Limits.
"FINGER CLICKING GOOD." Std.
Mon.-Fri. Evgs 7.30. Sat. 4.45 & 8.0. Mat. Wed. 2.30. All perfs to May now on sale.

KING'S HEAD. 226 1916. Dinner 6.45 Show 7.45. "MEET ME AT THE GATE, an intimate Revue. "A musical history tour . . . a glorious feeling for the period." Times.

LONDON PALLADIUM. 01-437 7373. Evgs. 7.30. Mats. Wed. & Sat. 2.45.
LONDON'S GREAT STAR-STUDDED SPECTACULAR MUSICAL
TOMMY STEELE IN
SINGIN' IN THE RAIN
with ROY CASTLE
"TOMMY STEELE'S MERE PRESENCE ON THE STAGE LIGHTS UP THE ENTIRE THEATRE." S. Times.
BOOKING OPEN NOW FOR ALL PERFORMANCES TO NEXT JUNE. Credit Cards 01-437 2055/734 8961. Night/Sunday Ansafone 01-437 4692.

LYRIC HAMMERSMITH. S CC 741 2311. Evgs. 7.30. Thurs. & Sat. Mat. 2.30.
The Super Soul Musical
THE WIZ
"IT'S A RIGHT-ON GET ON DOWN HIT GOSPELLING MUSICAL BONANZA." F.T.
"Looks and sounds stunning." Tms.
LAST TWO WEEKS

LYRIC, Shaftesbury Ave. 437 3686/7. C.C. 434 1050.434 1550.
EIGHT WEEKS ONLY FROM FEB. 4.
THE NATIONAL THEATRE
FOOL FOR LOVE
by Sam Shepard.
Directed by Peter Gill.
"Blazingly impressive performance in a throat-clutcher of a play." Ml on S.

LYTTELTON 928 2252. CC 928 5933 'S' (National Theatre's proscenium stage). Today 2.30 (low price mat.) & 7.45, then Feb. 5 to 9 the triple award-winning play WILD HONEY by Chekhov, version by Michael Frayn. Tomor. 7.45, then Jan. 30 to 30 & Feb. 11 to 16 RUGH CROSSING.

MAYFAIR. S. C.C. 629 3036. Mon.-Thurs. 8. Fri./Sat. 5.40 and 8.10.
RICHARD TODD in
THE BUSINESS OF MURDER

MERMAID THEATRE. 01-236 5568 Group Sales 01-930 6123. CC 01-741 9999. Seats from any Keith Prowse. No booking fee. Evgs 7.30. Tues & Thurs Mats 3.00.
LOU HIRSCH
CLIVE MANTLE
AND SUSAN PENHALIGON IN
OF MICE AND MEN
STEINBECK'S timeless masterpiece

NATIONAL THEATRE. South Bank. NATIONAL THEATRE COMPANY. SEE SEPARATE ENTRIES UNDER OLIVIER / LYTTELTON / COTTESLOE. Excellent cheap seats on day of perf. all three theatres from 10 a.m. RESTAURANT 928 2033. CHEAP EASY CAR PARK.

NEW LONDON. Drury Lane. W.C.2. 01-405 0072. CC 01-404 4079. Eves. 7.45. Tues. & Sat. 3.00 & 7.45.
THE ANDREW LLOYD WEBBER T. S. ELIOT INTERNATIONAL AWARD WINNING MUSICAL
CATS
Group bookings 01-405 1567 or 01-930 6123 (apply daily to Box Office for returns). LATECOMERS NOT ADMITTED WHILE AUDITORIUM IS IN MOTION. PLEASE BE PROMPT. Bars open at 6.45 p.m. Now booking to June 1, 1985 — alternative CC booking 379 6131. Postal applications now being accepted for June 3-August 31, 1985.
THE LONGER YOU'LL WAIT.
THE LONGER YOU WAIT

OLD VIC. 928 7616. C.C. 261 1821. Evgs. 7.30. Sat. 7.45. Wed. and Sat. Mats. 2.30.
ROY DOTRICE
"A performance full of sensitivity." BBC.
SHEILA BURRELL
"Gives a performance of rare pathos." S. Tel.
LEON GREENE
"Is a joy." S. Tel.
TONY JAY
"Outstandingly good." F.T.
CHARLES LEWSON
"Hilarious . . . frenetic." Std.
LYNN CLAYTON, COLLIN JOHNSON, IAN McCURRACH
GREAT EXPECTATIONS
Adapted and directed by Peter Coe.

OLD VIC. 928 7616. C.C. 261 1821.
ANTHONY HOPKINS
SAMANTHA EGGAR, ALAN DOBIE, COLIN FIRTH in
THE LONELY ROAD
by Arthur Schnitzler.
Directed by Christopher Fettes.
Reduced price preview Feb. 5. Opens Feb. 6 FOR SIX WEEKS ONLY.
BOOK NOW!

OLIVIER. 928 2252. CC 928 5933. 'S' (National Theatre's open stage). Low price previews from Tomor. 7.15. Opens Jan. 31 at 7.00. Then Feb. 1 & 2 & Feb. 8, 9, 11 THE GOVERNMENT INSPECTOR by Gogol, version by Adrian Mitchell.

PALACE THEATRE. 437 6834 CC 437 8327/379 6433. Grp Sales 930 6123.
THE MOST AWARD WINNING MUSICAL
GALINA PANOVA
HONOR BLACKMAN — JOHN BENNETT
TIM FLAVIN in
RODGERS' & HART'S
ON YOUR TOES
with SIOBHAN McCARTHY and NICHOLAS JOHNSON
On Wednesday evening & Saturday Matinee the leading role will be played by DOREEN WELLS
"SHEER BLISS." D. Tel.
Evgs 7.45. Mat. Thurs. & Sat. 2.30.
Pre-theatre buffet from 6.45.

PALACE THEATRE BAR. Cambridge Circus 437 6834.
LUNCHTIME
FOOD, MUSIC, WINE & ART
Today One From The Heart—Vocals. Piano Fri. Private Function Bar. Closed. Perf at 1 p.m. Admission Free. Fully Licensed 11-3. Pub Prices.

PHOENIX THEATRE. 240 9661 CC 836 2294/379 6433. Grp sales 930 6123. Mon.-Thurs. 7.45. Fri./Sat. 5.30, 8.30
GRIFF RHYS-JONES
GWEN TAYLOR in
TRUMPETS & RASPBERRIES
A new comedy by DARIO FO
"INSPIRED CLOWNING." S. Tel.
"INSPIRED NONSENSE." Fin. Times.
"INSPIRED INVENTIONS." D. Mail.
"INSPIRED FUN." Standard.
"VENGEFULLY ELEGANT." S. Tms.

PICCADILLY. 437 4506. CC 379 6565. 379 6433. 741 9999. Group sales 930 6123. 836 3962. Evgs. 8.0. Fri. & Sat. 6.0 & 8.45.
Paul Jones — Brian Protheroe
Kiki Dee — Julian Littman
Carlene Carter
Gary Holton
THE ACCLAIMED FUN MUSICAL
PUMP BOYS AND DINETTES
"IMPOSSIBLE NOT TO HAVE A GOOD TIME." BBC.
"Non-stop action. It's just one heck of a lot of fun." D. Mirror.

PRINCE EDWARD. 01-437 6877. 8. Tim Rice and Andrew Lloyd Webber's
EVITA
THE GIANT OF MUSICALS
Dir. by Hal Prince. Evgs. 8.0. Mats. Thurs. & Sat. at 3.0. CC Hotline 439 8499. 379 6433. 631 1101. 741 9999. Group Sales 01-930 6123.

PRINCE OF WALES THEATRE. 01-930 8681/2. CC Hotline 01-930 0844/5/6. Group Sales 01-930 6123.
SHEILA WHITE
LITTLE ME
"POSITIVELY SPARKLES." Sun. Exp. "SPLENDID." D. Mirror. Evgs. 7.30. Mats. Thurs. and Sat. 3.0. RUSS ABBOT ILL. ABSENT THIS WEEK.

PRINCE OF WALES. 01-930 8681/2. C.C. HOTLINE 01-930 0844/5/6. Group Sales 01-930 6123. K. Prowse 01-741 9999.
THE NATIONAL THEATRE'S AWARD-WINNING MUSICAL
GUYS AND DOLLS
Opens June 19. Bkg. through Jan. '86.

QUEEN'S THEATRE. 734 1166. 734 1167. 734 0261. 734 0120. 439 3849. 439 4031. Grp Sales 930 6123.
CHARLTON HESTON and BEN CROSS in
HERMAN WOUK'S
THE CAINE MUTINY COURT-MARTIAL
Reduced price prevs. Tues. 26th Feb. 7.30. Wed. 27th Feb. at 3.0 & 7.30. Opens Thurs. Feb. 28th at 7.0. Subs Mon.-Fri. 7.30. Sat. 2.15. Mats Wed. 3.0. Sat. 5.0.

ROYAL COURT S CC 730 1745. EDWARD BOND SEASON Extended until March 9th. SAVED (not Jan. 28-29). THE POPE'S WEDDING, tomor. & Sat. F.T. 8 p.m., Sat. mat. 3 p.m.

SADLER'S WELLS. 278 8916. Until Feb. 9. Evgs. 7 (Sat. 7.30), mat. 3.00 (Sat. 2.30).
THE WIND IN THE WILLOWS
A New Musical starring TERRY SCOTT, "Toad" PATRICK CARGILL, "Ratty" DONALD HEWLETT, "Badger" & MELVYN HAYES, "Mole"
"Few hearts would remain unmoved." Guardian.
278 0855 for Sunlocoach (theatrebus) & Winter prog. Group sales 930 6123.

SAVOY. Box office 01-836 8888. C.C. 01-379 6219, 01-836 0479. Evs. 7.45. Wed. 3.0. Sat. 5.0 and 8.30.
THE AWARD-WINNING WEST END AND BROADWAY COMEDY HIT
MICHAEL MEDWIN
JOSEPHINE TEWSON — HUGH PADDICK
ROLAND CURRAM
DILYS WATLING — PHILIP BIRD
NOISES OFF
Directed by Michael Blakemore.
"After two years Michael Frayn's comedy is still wildly funny." Times.
OVER 1,000 PERFORMANCES.

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SHAFTESBURY. 379 5399. CC 741 9999. Grp Sales 930 6123. Evgs 8.0. Sat. 5.30 & 8.30. Wed. mat. 3.0.
THEATRE OF COMEDY COMPANY
DONALD SINDEN
"A Grand Master." Std.
MICHAEL WILLIAMS
"Truly Hilarious." Std
BARBARA MURRAY
and LIONEL JEFFRIES in
TWO INTO ONE
Written & Directed by RAY COONEY
"The most hilarious production yet mounted by Mr Cooney's Theatre of Comedy." F.T.
"CLASSIC . . . FIRST RATE FARCE." Gdn.

ST. MARTIN'S. 836 1443. Special C.C. No. 01-379 6433. Evgs. 8.0. Tues. 2.45. Sat. 5.0 and 8.0.
AGATHA CHRISTIE'S
THE MOUSETRAP
33RD YEAR.
SORRY, no reduced prices from any source, but seats bookable from £5·50.

STRAND. 01-836 2660/4143/5190. Ev. 7.30, mat. Wed. 2.30. Sat. 5, 8.30
MICHAEL PENNINGTON — LUCY GUTTERIDGE
The 3rd YEAR OF TOM STOPPARD'S
THE REAL THING
"I BELIEVE THAT THE REAL THING WILL COME TO BE SEEN AS ONE OF THE BEST ENGLISH PLAYS OF THIS CENTURY." J. Peter, Sun. Times. Dir. by PETER WOOD.
LAST FOR WEEKS.

STRATFORD - UPON - AVON Royal Shakespeare Theatre (0789) 295623. ROYAL SHAKESPEARE COMPANY. Final Perfs of season. LOVE'S LABOUR'S LOST. Today 1.30. Sat. 7.30 "A treat" The Times. For special meal/theatre deals ring 0789 67262.

VAUDEVILLE. 01-836 9987/836 5645. Evgs 7.45. Wed. 2.30. Sat. 5.0. 8.30.
PLAY OF THE YEAR
LAURENCE OLIVIER AWARD
POLLY ADAMS — CLIVE FRANCIS
JAN WATERS — GLYN GRAIN
MICHAEL FRAYN'S NEW PLAY
BENEFACTORS
Directed by MICHAEL BLAKEMORE
"BEST NEW PLAY IN TOWN." Punch.

VICTORIA PALACE. 01-834 1317. Evgs. 7.30. Matinees Wed. & Sat. 2.45. Prevs March 2-13. OPENS MARCH 14.
MICHAEL CRAWFORD IN
BARNUM
BOX OFFICE OPEN 9 a.m.-9 p.m.

WINDSOR THEATRE ROYAL 95 53888 Daily at 2.30 and 7.30
JOE BROWN JESS CONRAD in
CINDERELLA

WYNDHAM'S 836 3028 CC 379 6565/379 6433/741 9999. Grps 930 6123/836 3962.
Evgs 8.0. Wed. mats. 3.0. Sats. 5.0 & 8.15.
"A VERY FUNNY SHOW." Obs.
SUE TOWNSEND'S
THE SECRET DIARY OF ADRIAN MOLE AGED 13¾
Music and lyrics by KEN HOWARD & ALAN BLAIKLEY
"LIVELY SPARKISH HUMOUR." Gdn.
"ACUTE AND FUNNY." Std.

YOUNG VIC. 928 6363. From Jan. 31. HAMLET
Evgs 7.0. Wed. and Fri., mats 1.30.

CINEMAS

ACADEMY 1. 437 2981. THE TAVIANIS KAOS (15). Sep. perfs. weekdays 2.30, 7.25. Sun. 3.40, 7.25.

ACADEMY 2. 437 5129. Satyajit Ray's THE HOME AND THE WORLD (U). Daily at 3.10, 5.45, 8.25.

ACADEMY 3. 437 8819. Marcel Carné's LES ENFANTS DU PARADIS (PG). Film at 4.10 and 7.30.

CHELSEA CINEMA. 351 3742. King's Road (nearest Tube Sloane Sq.). ALEX COX'S REPO MAN (15). Film at 1.15, 3.05, 5.0, 7.0, 9.05. Advance booking last perf. only.

CURZON, Curzon Street, W.1. 499 3737. Christopher Reeve, Vanessa Redgrave in The Merchant Ivory production of THE BOSTONIANS (PG). "Superbly made and acted." S. Tel. Film at 1.15 (not Sun.), 3.30, 6.00 and 8.45. LAST WEEKS.

LEICESTER SQUARE THEATRE 930 5252. THE TERMINATOR (18) Sep progs. 1.00, 3.40, 6.25, 9.10. Advance booking for 6.25, 9.10 perfs. Telephone bookings with Access and Visa welcome.

LUMIERE CINEMA. 836 0691. S. Martin's Lane, WC2 (nearest Tube Leicester Sq.) THE COMPANY OF WOLVES (18). Film at 2.40, 4.40, 6.45, 9.00. MUST END THURS. 24 JAN. From Fri. A PRIVATE FUNCTION (15). Film at 1.0, 2.55, 4.50, 6.50, 9.00. Eve. Perfs. Bookable.

ODEON, HAYMARKET (930 2738) A PRIVATE FUNCTION (15). Sep. progs. 2.15, 6.15, 8.45. All seats bookable in Advance. Access and Visa telephone bookings welcome. "The comedy of the year." DAILY MAIL.

ODEON, LEICESTER SQUARE (930 6111). Info 930 4250/4259. WATER (15). Sep. progs. Doors open 1.45, 4.45, 7.45. Advance booking for 7.45 perf. Access and Visa phone bookings welcome. Credit Hot Line 839 1929. 24-hour service. £2·00 seats Monday all perfs.

PRINCE CHARLES. Leic Sq. 437 8181. THE WOMAN IN RED (15). Dolby stereo. Progs 2.30, 4.15, 6.25, 8.35. Late show Fri and Sat. 11.15. All seats £2·50. Mon. Lic'd Bar.

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BIRTHS, MARRIAGES, DEATHS, IN MEMORIAM AND ACKNOWLEDGEMENTS ..... £4.50 a line (minimum 3 lines)

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01-353 3060 or 01-583 3939

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FORTHCOMING MARRIAGES, WEDDINGS, etc., on Court Page £8 a line.

Court Page announcements cannot be accepted by telephone.

BIRTHS

AXTELL.—On Jan. 21, to Gina (née Nood) and Spring, a son (Christopher).

COX.—On Jan. 20, at University Hospital, Heath Park, Cardiff, to Albury and Richard, a daughter (Sarah Rubbra, sister for Teddy).

DARRALL-REW.—On Jan. 22, in New Haven, Connecticut, to Anne (née Green) and Anthony, a daughter (Elizabeth), a sister for Jonathan.

DOLBLE.—On Jan. 22, at Cuckfield Hospital, Sussex, to Marian and Graham, a daughter (Joanne Louise).

FUGGLE.—On Jan. 21, to Rosemary (née Lucas) and Martin, a daughter (Alice Emily Laura Louise).

GODSIFF.—On Jan. 12, in Manchester Hospital, to Stephen, a son (David Thomas), brother for Philip.

GRIFFITHS.—On Jan. 20, 1985, in Cape Town, to Rae (née Woodward) and John, a son (Hamish), a brother for Angus.

HARMER.—On Jan. 21, to Sylvia (née Whitehead) and Alan, a daughter (Jessica Louise).

KENDRICK.—On Jan. 23, at Harmondsworth, to Pat (née Curran) and Cyril, a son (Jonathan David).

KENNARD.—On Jan. 22, to Judith and Jonathan, a son (James Alistair George).

LEEPER.—On Dec. 22, to Liz (née Franks) and Michael, a son (Thomas Francis Michael).

LIDGEY.—On Jan. 22, at Norwich, to Lise (née O'Grader) and Mike, a son.

McKENZIE.—On Jan. 18, 1985, at St Mary's Hospital, Paddington, to Jean (née Wyld) and Gavin, a daughter (Charlotte Flora), much demanded sister for Mark.

MORTON.—On Jan. 21, 1985, at The West London Hospital, to Mary (née Fitzgerald) and Robert, a daughter, a sister for Caroline.

NEAL.—On Wednesday, Jan. 23, at Royal Shrewsbury Hospital, to Gill (née Mee) and John, a boy (Jon Ian Charles William), a brother for Hew and Charlotte.

OSBORNE.—On Jan. 19, to Nicky (née Tindall) and Graham, a daughter (Beth Patricia).

SETH-SMITH. — On Jan. 18, to Moira and John, a son.

SOBIA. — On Jan. 14, 1985, to Frances (née Hosten) and Joseph, a daughter (Sophia Anne) Oxford, a son (Matthew James Ardeth).

STAUNTON.—On Jan. 22, at Somerset County Council, Taunton, to Carolyn and Mark, a son (John William), Moses for Sarah.

TUSTIN.—On Dec. 30, at R.A.F. Hospital, Wegberg, to Major and Mrs Tim, R.A.E.C., a son (Christopher John Gerald), a brother for Ann.

VILLAR.—On Jan. 23, to Louise (née Cobham) and Richard, a boy (Rualdin James Torres).

MARRIAGES

DUNN—WHITE.—On Nov. 25, in Perth, Western Australia, PAUL, son of Sqn Ldr and Mrs A. P. DUNN, of High Offley, Derbyshire, to WENDY, daughter of Mr and Mrs D. WHITE, of Perth.

GOLDEN WEDDINGS

HARTLEY—STANLEY.—On Jan. 24, 1935, at St Andrews Church, Acton, Ferry, Westminster, Johnnie Hartley, now Nan at Queensbury House, Richmond.

LEWIS—NEILL.—On Jan. 24, 1935, at Union, Alabama, Richmond Lewis to Eileen Neill (Nell), now at Mulberry Estate, Bay 22, Nom du, Malaysia.

WEBSTER—BARHAM.—On Saturday, Jan. 19, 1935, at St Mark's Church, Wimbledon, Alec Richmond to Janet Richmond. Now residing at Eastbourne.

IN MEMORIAM

THEIR NAME LIVETH FOR EVERMORE

ROTHWELL.—In loving memory of Jack Rothwell, who died at sea Jan. 24, 1945, aged 20 years. Never forgotten. He departed friend.—T. E. Smith.

DEATHS

ADAMS.—On Jan. 20, 1985, peacefully, in nursing home, Sarah Hope Adams (Queenie), aged 81, wife of the late R. W. J. Adams. Funeral Worthing Crematorium, Lyndon, Sussex, on Jan. 28, at noon. All inquiries Freeman Bland, Tel. 0903 34590.

ADEN.—On Jan. 22, 1985, suddenly in hospital, Cuthbert, dear father of John and husband of the late Hannah. Funeral at The Holy Angels R.C. Church, Ash, Surrey, on Thursday, Jan. 24, followed by burial. All inquiries to E. Finch & Sons Ltd., Aldershot 22381.

ADEY.—On Jan. 23, 1985, suddenly at home, ALBERT HORACE, dearly loved father of Joan and Jean and grandfather to his five grandchildren. Funeral service at St Leonard's Church, Chesham Bois, followed by private cremation. Family flowers only, but donations, if desired, to Imperial Cancer Research Fund, 2 Redcross Street, Bury, Herts. SG12 9DZ. Any enquiries to H. C. Gotelee Ltd, 205 Chesham Road, Amersham. Buckinghamshire. Amersham 26261.

AGER.—On Jan. 23, peacefully in Barnet General Hospital, Dr A. after much suffering very bravely borne, BRILL ALAN ELEANOR, dearly loved wife and companion for nearly 53 happy years of Jim Ager (Ex Scottish Silks) and much loved mother of Michael. No flowers, please. Private cremation Manchester, Tuesday, Jan. 29, 11.15 a.m.—Please, no flowers or letters.

ANCHOLD.—On Jan. 19, at Neath Bay, GLADYS GRACE, widow of Richard and dearly loved mother of Gladys.

ATKINSON.—On Jan. 22, peacefully, Cromlyn, of 31 Palmers Road, Lytham, Mildred Muriel, Trafford and friend of many children at Dudley High School, Spring Hill; The Moorland School, Colwyn Bay; St Christopher School, Letchworth; St Christopher School, Lucerne, and Pestalozzi-dorf Trogen, and the Inter-community School of Zurich. Cremation at Bradford on Monday, Jan. 28, at 2 p.m. Family flowers only. Donations if desired to Friends Corner Office, c/o Lloyds Bank, Hitchin Herts., which will help her so much pleasure to get an.

BAKER.—On Jan. 22, peacefully, STANLEY JAMES BAKER, O.B.E., M.C., of Southwater, beloved husband of Evelyn. Funeral service at Holy Innocents Church, Southwater, on Tuesday, Jan. 29, at 2.15 p.m. followed by cremation. No flowers please, but donations may be sent to The Newspaper Press Fund, 55 Marlborough Road, Dorking, The Royal Marsden Hospital, c/o.

BALLINGAL.—On Jan. 22, suddenly at home, NEIL Campbell (Peter), of Ancland Park, Salcombe, beloved husband of Kathleen and dearly loved father of Ann, Sandy, Noel and Andrew. Burial service at St John the Baptist Churchyard, on Saturday, Jan. 26, at 11 a.m.

BECKHAM.—On Jan. 22, RUSSELL Everard, of Mendlesham Green, Norwich. Funeral service and cremation at St Faith's Crematorium, Norwich, Norfolk, on Saturday, Jan. 26, at 12 noon. Family flowers only, but donations in Marie Curie Fund, c/o G. W. Gooch & Sons (Fin. Kimberley, Street, Norwich, Norfolk, NR3 3AJ.

BIDWELL.—On Jan. 21, in Brighton General Hospital, Mrs Phyllis Elizabeth Ethel, aged 54, beloved wife of the late THOMAS EDWARD PAUSE BIDWELL and dear mother of Timothy. Cremation at The Downs Crematorium, Brighton, 1.45 p.m., Friday, Jan. 25. Family flowers only, but if desired donations to The League of Friends of Sussex County Hospital. Flowers and donations c/o Lewis Funeral Services, Phoenix Chapel, Lewes, East Sussex.

BLACKLOCK.—On Jan. 22, 1985, JESS McIntyre McRae, aged 83 years, of White Gates, Ashburne Close, Sandhead, dearly loved wife of ALFRED Blacklock, dear mother of Denise, Rosemary and Ralph. Service and cremation at Sanderstead Crematorium on Friday, Jan. 25, 11 a.m. Donations in lieu of flowers may be sent to British Diabetic Association, 10 Queen Anne Street, London, W.1.

BOWERS.—On Jan. 22, 1985, HERBERT LINDSAY BOWERS, O.B.E., of Mayfield, dearly loved husband of Mary, much loved father of David, Anthony, Christopher and Julian and a much loved grandfather. Funeral service at Mayfield Parish Church, Cumbernauld, on Wednesday, Jan. 30, at 3.30 p.m., followed by private cremation. Family flowers only, but donations, if desired, to the Church Missionary Society, 157 Waterloo Road, London.

BOWSHAKER.—On Jan. 21, suddenly but very peacefully at home, 17 Delamere Road, Cheam, Sutt., LEONARD JAMES CHARLES BOWSHAKER, B.Sc., M.Inst.E., aged 80, dearly loved by his family. Funeral Friday, Jan. 25, 2.45 p.m., at St Mary's Church, Cheam, followed by private cremation.

BRAMBELL.—On Friday, Jan. 18, at Westminster Hospital, WILFRED. Funeral 4.30 p.m., Friday, Jan. 25, at South London Crematorium, Streatham, S.W.16. No flowers. Donations to Cancer Research.

BRAZER.—On Jan. 20, suddenly at Nunnery Fields, Canterbury, Ivy Evan of Faversham, Kent, much loved wife of Evan, mother of Ann, Will and Jill, a much loved and greatly missed by niece Pamela Warren and grand-niece Philippa. A lifetime of service to others. Cremation Chartham Crematorium, Nevermind Wood, 2 p.m., Thursday, Jan. 31. Inquiries to Faversham 537052.

BROWN.—On Jan. 22, suddenly and peacefully at home, DAVID GREGORY, Barrister-at-Law and Chartered Engineer, beloved husband of Elizabeth, father of Valerie and grandfather of Rupert and Elizabeth. Private funeral.

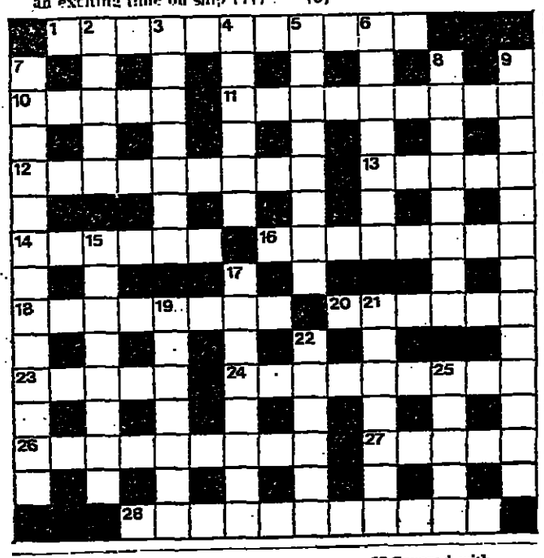
(Continued on Column Seven)

No. 18,357 ACROSS

1 Wisest monarch from college with bespectacled lecturing head and Scotsman (4, 7)
10 An order to ransack Enfield? (5)
11 Vi clothed in disguise—naturally when she appears here (3, 3, 5)
12 A poet verifies Rossetti's first letter (3)
13 Master Rory's hidden mistake (5)
14 Developed latent skill (6)
16 Chipped away at another character? (8)
18 Engaged with tenants (8)
20 A 3 12 who has Pop in a whirl (6)
23 One of a gaggle of panto mothers (5)
24 Decline and collapse of half France after ten years (3)
26 On which modern Lizzie tried a swipe at Lords? (4, 5)
27 Close-fitting and pinching (5)
28 Seeking her fortune she has an exciting time on ship (11)

DOWN

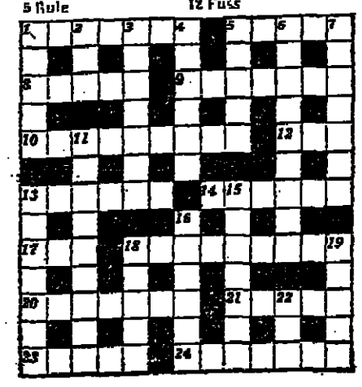
2 Imply "not out" umpire upset (5)
3 Attic? Granny it's cold getting up in there (7)
4 Rig to suit the old-fashioned healthy type (6)
5 Where there could be a collision, and there's no two ways about this mind (3-5)
6 Triumphant striker's cry when works seized? (3, 4)
7 The poet Gray's serious reflections? (5, 8)
8 If the concrete hasn't set it's good advice to exceed the limit (8)
9 Afraid to live around the dread coast (6, 2, 5)
15 Clare unfortunately figures large in a sticky game (8)
17 The briefest of obits can't be printed after this (8)
19 Pressed suit in case? (7)
21 His signature is welcomed in the city, by all accounts (7)
22 Agree to have another pact about Council of Europe (6)
25 The port that has hot water (5)



QUICK CROSSWORD

ACROSS
1 Pen-pushers
5 Rule
8 Use a broom
9 Movement over aircraft skin
10 Indispensable
12 Fuss
13 Covered with cracks
14 Comeback
17 Beast
18 Washerwoman
20 Senseless
21 Tropical fruit
23 Symbol
24 Schoolboy's food store

DOWN
1 Desert
2 Hard water
3 Efface
4 Stationary
5 Of the country
6 Peevishness (5,6)
7 No women (anag)
11 Knockabout comedy (3,4)
13 Ceremonial carriage
15 Prevalent in area
16 Melodious
18 Ancient language
19 An American Indian
22 Gist



TEBBIT REJECTS STATE ROLE OVER JOBLESS

By JAMES WIGHTMAN Political Correspondent

MR TEBBIT, the Cabinet Minister seriously injured in the Brighton bombing, returned to the party political stage last night with a speech in which he rejected calls by Mr Heath and some other Conservatives for the Government to do more to tackle unemployment.

Addressing a Conservative dinner at the Carlton Club, he described the calls as "nonsense, well-intentioned nonsense, but nonsense nonetheless."

He added: "It is simply not within the gift of Government to decide unilaterally the level of unemployment. Everybody has a part to play.

"It is up to managers to ensure that British goods are the right quality at the right price and delivered at the right time.

"It is up to trade unionists to remember that strikes and restrictive practices are a sure way to destroy jobs in the longer-term rather than preserve them.

"It is up to wage and salary earners to moderate their claims and improve their productivity so as to reduce labour costs, gain new business and allow increased employment.

"And it is up to industry to produce British goods to win back British customers—as well as those abroad—and thus keep British workers in jobs, not the Japanese."

Combative speech

Although Mr Tebbit has spoken in the Commons since he returned from hospital to his duties as Trade and Industry Secretary, last night's speech was his first to a party audience, the dinner having been organised by the Coningsby Club.

As he had done in the Commons, he demonstrated that he had lost none of his enthusiasm for politics, particularly on the combative side.

Linking Mr Heath with two former Labour Prime Ministers, Lord Wilson and Mr Callaghan, on their attitude towards unemployment, he said: "They all searched for the lever. Some thought they had found it, but, like the holy grail or the unicorn's horn, or the social contract, it eluded them."

On Mr Heath's administration, he also said: "Our statutory control of prices and incomes in 1975 was certainly not born out of Tory philosophy or tradition or any desire to wield such centralised powers."

Good intentions

Mr Tebbit also said: "I am sure that those who took powers to control wages and prices did so with the best of intentions. It was the outcome that was such a disaster.

"In other words governments, while deluding themselves that they were helping to reduce unemployment, pursued policies which in themselves relentlessly pushed it up, or allowed, even encouraged, others to do so."

He stressed that "all need not be black" and that the present Government was "creating the conditions in which industry can prosper."

SUPERMAC

By SEAN DAY-LEWIS

Continued from Page One

Print will show the flaws in his lines. But as Lord Chalfont remarked before curtain rise, television is a medium for impressions, not ideas.

The former Supermac demonstrated that he has lost none of his skill at giving the impression of wisdom and humour. Others who were his contemporaries in the House of Commons as surely indicated that they have maintained their skill at boring.

What was said we shall never know. The BBC went on with worthy interviews about what might happen now that television had broken into Parliament. Channel 4 reverently used prayer time for commercials.

Seeking the limelight

Then at last the big moment arrived. Pugin's elegant set looked uncomfortably full. Rarely can so many of the 12,000 peers entitled to do so have attended a Lords question time and rarely can so many have attempted to elbow their way into the limelight with more or less relevant supplementaries.

The interest in school computers, the subject of the first question from Lord Orr-Ewing, looked to be alarmingly widespread.

The second question from Lord Broxbourne brought similar attention to the subject of euthanasia and opinion was divided as to whether the House was ordering its own early demise through television and its accompanying light.

The behaviour was fairly ordinary by the standards of the outside world, if lacking some of the familiar lordly courtesy familiar to radio listeners.

The BBC producers, Neil Fecles and Peter Kennatta, sought to maintain viewers interest with cutaways to the renowned. But it took an hour to find somebody scratching his nose and almost as long to discover a peer concentrating, that is, thinking so hard that he appeared to be asleep.

When the House turned to its decidedly unspecific debate on economic and social policy, Lord Gowrie, sporting a Sir Robin Day bow tie and a bright orange handkerchief, returned to his customary elegance.

"The best defence of the Government I have heard made," said Lord Stockton, who must have learnt something from his double act in earlier years with the late R. A. Butler.

Praise for bishop

There was more widespread praise for the Bishop of Birmingham who took this opportunity to render his maiden speech.

Maiden speeches avoid controversy and must be praised. That is the custom and it was maintained here with controversial call for "consensus" and national unity and other well-worn phrases meaning the same thing.

He asked whether we "dare forget" some novel of Disraeli—I forget which—and went on to speak of his visit to a Black Country factory "where four men make two million litres of paint a year."

He did not say what other people in the factory do or give any other details.

This was, may be, his bid for a spin-off series set in a paint factory symbolising Britain in a very real sense. What writer would not feel challenged by this idea for a twelve-part script.

'CUT LEVY' PLEA BY LORRY FIRMS

Business for lorries has risen so much due to the pit strike that the industry is asking its training board to reduce its levy to stop it having too much money.

The levy is a percentage of the industry's income, now at 0·8 per cent. The Road Haulage Association wants it cut to 0·75 per cent.

SOLUTION No. 18,356

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Yesterday's Quick Solution

ACROSS: 1 Brougham, 7 Stick, 8 Intensive, 9 Zip, 10 Doom, 11 Chatty, 13 Breach, 14 Wonder, 17 Hallow, 18 Disc, 20 Ida, 22 Saltpetre, 23 Upset, 24 Deferred. DOWN: 1 Blind, 2 Outcome, 3 Gone, 4 Alight, 5 Dizzy, 6 Skipper, 7 Section, 12 Orchid, 13 Berique, 15 Drifter, 16 Collie, 17 Harsh, 19 Creed, 21 Epee.

For a change on Sunday try your skill with THE SUNDAY TELEGRAPH *prize crossword.*

Chernenko 'too sick for public duties'

By NIGEL WADE

PRESIDENT CHERNENKO is too sick to perform public duties but not gravely ill, Soviet officials have told diplomats in Moscow.

Confirmation that a Russian leader is ill is exceedingly rare, sufficiently so to prompt speculation that Mr Chernenko, 73, may have suffered a serious worsening of his chronic lung ailment, emphysema.

Throughout the final six months' absence of President Andropov, who died last February, Russian officials *either remained* silent or insisted he only had a cold.

Perhaps the embarrassment of that affair has taught Kremlin officials to be more candid about Mr Chernenko's condition. But, judging by the past way of handling such matters, to admit he is too sick to fulfil public duties implies that, despite denials, he could be very ill indeed.

Summit postponed

Mr Chernenko was last seen publicly on Dec. 27, after missing the funeral of the efence Minister, Marshal Ustinov, held outdoors in bitter cold three days earlier.

Diplomats in Moscow say Mr Vadim Zagladin, deputy head of the international department of the Communist party Central Committee, told French visitors the Warsaw Pact summit *planned for earlier* this month was postponed because Mr Chernenko was not fit to attend. This confirmed the conclusion drawn by diplomats, who could see no other likely explanation.

As was widely forecast by foreign observers at the time of the Chernenko succession a year ago, the party has now, by selecting another old and ailing leader, brought on itself the third crisis of confidence over the President's health in as many years.

President Brezhnev died in 1982, after long speculation over his condition, and President Andropov was in office barely a year before succumbing to kidney disease.

As in the past, messages continue to appear in the leader's name. One was published yesterday about arms negotiations *with the United States*. But this means nothing; a telegram signed by Marshal Ustinov appeared in RED STAR, the army paper, the morning after he died.

CHERNENKO MESSAGE

Arms talks hopes

OUR DIPLOMATIC CORRESPONDENT writes: A message from President Chernenko to a Moscow peace conference and an article in PRAVDA were interpreted yesterday as signs that the Kremlin has not given up hope that Western European uncertainties about American policies will give it leverage at the approaching arms talks.

Mr Chernenko described in his message how the anti-war movement ha dgrown worldwide in the recent years. The Soviet *Union, besaid, would approach* the new negotiations in a "business-like and constructive manner" and hoped the United States would be likewise.

The PRAVDA article, by a well known commentator, Vadim Nekrasov, dwelt on the theme of continuing unhappiness among Europe's Nato members over the extent to which Washington would listen to their views during the negotiations.

March date proposed

OUR WASHINGTON STAFF writes: President Reagan disclosed yesterday that the United States had proposed to Moscow that new arms control negotiations should begin in Geneva early in March. No reply from the Russians had yet been received. But he expressed "*some optimism*" about the prospects for an accord.

MAORIS BACK TOUR

A Maori rugby union group has come out in support of this year's scheduled tour of South Africa by the New Zealand All-Blacks team.—Reuter.

TWO IN TERROR INQUIRY FREED

Two ferry crewmen detained in Liverpool under the Prevention of Terrorism Act on Monday have been released after questioning by Special Branch detectives investigating an alleged bomb plot.

Another man detained in Belfast on Sunday is still held at Liverpool's main Bridewell police station. Five people have been remanded in custody charged with conspiring to cause an explosion and are due to face Liverpool magistrates tomorrow.

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*Based on a man aged 25 next birthday and 7.4% growth rate per annum projected to age 65.

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DTL/C/211/03

Lords Sketch

STOCKTON TOPS THE RATINGS

By GODFREY BARKER

IT was Lord Emsworth's day of glory. With the Earl of Stockton and 400 lesser nobility, he was a name in lights.

In the greatest publicity hunt the Lords have ever known, the crimson benches were jammed for Mr David Dimbleby's debut at 2.30 p.m. One result, not evident on television, was an appalling smell. Another was a serious breakdown i mnoble courtesy.

Most historically of all, there was a rude proletarian intrusion just before Lord Stockton's soliloquy.

High up in the Gallery, a *gent with a beard sharpened* on coal-cutting leapt up like Hiawatha. "My Lords," he bellowed politely (even the striking miners were overcome by the dignity of it), "if you wanna do something about unemployment—get rid of the PM."

Noble pates rotated skywards. The television cameras, with incredible restraint, did not.

Vibrated noisily

The beard jerked violently up and down. Around it, women coal-cutters grasped concealed parts of their anatomy and extracted posters: "Kentish miners", "Britain Needs Kent Coal" and even more boring sentiments.

Some 20—of them vibrated noisily and brandished these and pictures of Arthur at Mr Dimbleby, immured in a tiny *Dickensian box*.

The attendants stood paralysed. Normally they leap the benches in a terrific commando scramble to seize a protester's jugular. Yesterday they were on television.

By now, however, the Earl of Stockton was emulating Lord Olivier's most majestic entrance with the longest-ever rise to his feet. Noble eyeballs swivelled. The proles were forgotten (*filing out meekly for Black Rod's* dungeon, where they repose).

His Lordship used his Top Ten slot on the ratings for a *rather bleak attack on Mrs* Thatcher, albeit one more elegant than Mr Heath's.

He lamented, as if in pain, that her economic arguments were "futile, academic and purely theoretical." Opposition peers rolled about in ecstacy.

Heroic finale

"I've often thought," he mused tragically on, "that leading figures in the Tory party had long ago given up Toryism and had taken up Manchester Liberalism of the 1860s."

The Opposition, especially those peers active around 1860, were in seventh heaven.

Stab, kick, thump, he smoothed gracefully on, without once mentioning the Prime Minister by name. His heroic finale was to compare Britain with the Titanic.

Their Lordships were enthralled. The ratings needle bent over the edge of the dial. Never mind that it was much like December's speech. It saved the day.

Waffle waffle

"May I ask my noble kinsman blah blah," rhubarbed Lady Masham. "I think my noble kinswoman would like to know waffle waffle," replied the Earl of Swinton. Mr Dimbleby missed it.

This had not been going very well, thanks to television. Earlier, around 3.15 p.m., noble tempers were as close as they will ever be to snapping.

All the House's windbags had crowded in for Questions. These lasted nearly twice as long as usual. Lord Emsworth, being *finally Lord Somebody, just* couldn't stop.

Viewers saw, around 2.40 p.m., a Westminster record: a *husband answering his wife.*

The television was getting it all wrong all the time. "Lord Strabolgi became Lord Strabogli. Lord Stoddart appeared as Lord Stallard and Lord Bruce of Donington was given two "n's". Lord Kinnaird was missed out altogether.

But then it wasn't much like the Lords a tall. The acoustic was quite different, the air of *calm, immortal thought* under high ceilings was quite absent.

It even looked as if the House might needs appoint a *Speaker if there was going to* be this much quarrelling about getting on the box.

At 3.45 p.m., halfway through Lord Beswick's rather light-headed ramblings on the *economy*, Lord Home and Lord Boyd-Carpenter had eyes like slits and Lord Stockton had switched off his hearing aid.

It is to be hoped that viewers did not do likewise.

Parliament—Pg

HOWE TO VISIT EASTERN BLOC

By ROBIN GEDYE in Warsaw

Sir Geoffrey Howe, Foreign Secretary, will visit Poland from April 11 for three days as part of a series of bilateral initiatives aimed at improving relations, it was *announced* yesterday.

He will also visit East Berlin and Prague on the way there. He will be the first British Foreign Secretary ever to visit East Berlin and the first since 1965, before the Soviet-led invasion, to visit Czechoslovakia.

57 DIE IN FLOODS

Two weeks of flooding in three Brazilian states has left at least 57 dead and 13,000 homeless, and destroyed a bridge spanning a major highway. Hardest hit was the coastal state of Espirito Santo, north of Rio de Janeiro.—U P I.

FIGHT HEART ATTACKS!
Coronaries are the biggest single cause of death in the UK
A single early warning test for hidden disease can save thousands of lives. It's easy to find out. Without your donation, in Memoriam tribute to heart cover research cannot succeed. Please help us. Please remember to give CORDA, The Heart Charity, Dept. EP, 30 Bryanston Street, London SW3 0AN.
CORDA the heart charity

DEATHS (Continued)

BURRELL.—On Jan. 21, 1985, at Stowmarket Nursing Home, Bury St Edmunds, IVY MARY BARTHOLOMEW BURRELL, beloved wife of Eric, and loving mother and grandmother. Flowers to be sent to L. Fletcher Ltd., 20 Whitton Street, Bury St Edmunds, Suffolk. Service at Ipswich Crematorium, North Chapel, 11.30 a.m., on Tuesday, Jan. 29.

BUTLER.—On Jan. 20, peacefully, RENE, aged 74 years, of St Lawrence Close, Nuneaton, widow of Hugh. Service and cremation at Robin Hood Crematorium, Solihull, on Wednesday, Jan. 30, at 12.30 p.m. Family flowers only. Donations in lieu would be appreciated for Cripples Can Circle, c/o Rev. R. Sanbrook, 52 Sharmans Cross Road, Solihull.

CASS.—On Jan. 23, 1985, peacefully in Frimley Park Hospital, MARJORIE, of Farnham, Surrey. Interment to Mr. G. Peacock & Co., Farnham (02252) 714884.

CLARKE.—On Jan. 21, 1985, suddenly in hospital, STOKES ARTHUR, beloved husband of Alice. Funeral at Kingston Crematorium on Wednesday, Jan. 30, at 1 p.m. Family flowers only. Donations, if desired to Intensive Care Unit, Kingston Hospital, Kingston, Surrey.

CLEAVER.—On Jan. 21, peacefully at home, GLADYS MAY CLEAVER, of 24 Robinson Road, Gloucester, formerly of Bisley, Glos. Service at Gloucester Crematorium on Tuesday, Jan. 29, at 11.30 a.m. Family flowers only. Donations if desired to Age Concern, Community House, 15 College Green, Gloucester.

CLIFFORD.—On Jan. 22, 1985, peacefully at the Masonic Home, Oadby, Leicester, EDWARD STANTON (Ted), aged 91 years, dear father of Grace, Mildred and Leslie. Cremation at Leicester Crematorium, at 2 p.m., on Tuesday, Jan. 29. Family flowers only, please. Donations if desired for the Royal Masonic Benevolent Institution.

COLBY.—On Jan. 20, 1985, in her 84th year, DAISY GERTRUDE CYNDY, widow of Capt. STANLEY COLBY, beloved of her family and many friends. Funeral, 3.30 p.m., Tuesday, Jan. 29, St Mark's, Broadwater Down, Tunbridge Wells, followed by cremation, Inquiries, Hickmott & Son, Tunbridge Wells 32462.

COOKE.—On Jan. 23, peacefully at Willow Harvey Hospital, Amesbury, ISABEL MADGE, aged 79. Funeral at Stoke Church on Saturday, Jan. 26, at 2.30 p.m. Family flowers only. If desired, donations to N.S.P.C.C. at Stoke Church Fund.

COTTERELL.—On Jan. 20, peacefully at Amberley Manor Nursing Home, Stokenham, Devon, ALICE MARY, beloved sister of Elizabeth, George, Mary and Phyllis.

COLLEENE BOWN.—On Jan. 21, heavily after a long illness, aged 26, beloved son of Clive and Flora and dearly loved brother of Matthew and William. Funeral Golders Green Crematorium, East Chapel, 3.40 p.m., Jan. 28.

CURTIS.—On Jan. 20, 1985, peacefully at 22, Gloucester Street, Wallingford, Oxon., GEO. JOHN WALTER GUYNER CURTIS, B.Sc., M.I.C.E., beloved father and grandfather. Funeral service at St James' Church, Ewelme, Acton, near Bristol, Monday, Jan. 28, at 12.30 p.m. No flowers, please. Donations, if desired, for the Royal Masonic Hospital, Ravenscourt Park, London, W.6.

DANIELS.—On Jan. 21, suddenly at Courtlands, Walkley Hill, Rodborough, Stroud, Glos., JOHN ASHTON, aged 71 years, a much loved husband and father. Funeral service Rodborough Tabernacle, Tuesday, Jan. 29, at 2.30 p.m., followed by private cremation. Family flowers only. Donations in lieu may be sent for Rodborough Tabernacle, c/o Philip Ford & Sons (FD), Ltd., Dirletun House, Stroud.

DAVISON.—On Jan. 18, suddenly, Rosney, aged 75, beloved husband of Rosena and father of Bryan and Valerie. Private cremation. No flowers, please. Donations to British Heart Foundation.

DICKSON.—On Jan. 22, 1985, MRS BERTHA KOSMUPP, aged 85, of Grayshott, Hindhead, Surrey. No flowers.

DOLEMAN.—On Jan. 23, 1985, peacefully at his home, FRANCIS WILLIAM DOLEMAN, aged 82 years, of Makes Way, Southwaite Road, Oadby, Leicester, husband of the late Winifred Ethel and dear father of Pam, John and Val. Funeral service at St Mary's Church, Knighton, on Tuesday, Jan. 29, at 2.15 p.m. Cremation following at Leicester Crematorium. Family flowers only please, but donations if desired for the Royal Leicestershire and Rutland Society for the Blind, c/o Clowes Cunningham Ltd. (F.D.), of Leicester, tel. (0533) 36177.

DUNCAN. — On Sunday, Jan. 20, 1985, suddenly in Murrayfield Hospital, Edinburgh, after a short illness, JAMES GORDON DUNCAN, of Inverdruie and Glenmoriston Properties, Inverdruie House, Rothiemurchus, Aviemore. Funeral private—by his own request.

EDWARDS.—On Jan. 21, peacefully in Northwick Park Hospital after a long illness, VIANA (née Beese), beloved mother of Bill and Jeremy, mother-in-law Valerie, grandmother of Richard, Sarah and Paul. Cremation at Breakspear Crematorium, Ruislip, on Jan. 30, at 11.15 a.m.

EYLES. — On Jan. 21, at her daughter's home, 209 Station Road, Sutton Coldfield, EDITH, aged 93, widow of Harry, late of Wolverhampton, Mother-in-law, mother of John and Andrew (Wales).

EYTON-JONES. — On Jan. 23, 1985, passed away peacefully at the Maltings, Park Walland, Cranbrook, WILLIAM EYTON-JONES, O.B.E., L.M., aged 90 years, dearly loved husband of Dorothy and dear father of Marjorie and Kenneth. Cremation at Landicar Crematorium, Birkenhead, on Friday, Jan. 25, at 3 p.m. Inquiries to Adams & Turner, tel. 051 638 4444.

FAIRBANK. — On Jan. 22, at 4, Parsley Ridge, Nevilles Cross, Durham, MARY, dearly loved wife of RICHARD FAIRBANK. Funeral service St John's Church, Nevilles Cross, Friday, Jan. 25, at 1 p.m.

FAIRWEATHER.—On Jan. 20, suddenly at home, Dorse, loved wife of VICTOR FAIRWEATHER (deceased). Service Jan. 29, St Jude's, Englefield Green, 1 p.m., Woking Crematorium, 2 p.m. Undertakers F. Harrison, Englefield Green.

FIRTH.—On Jan. 22, suddenly but peacefully, HELEN, widow of Mark. Funeral at Bramcote Church, Bramcote, Pordisleigh, at 1.45 p.m., Wednesday, Jan. 30, followed by private cremation.

FORBES.—On Jan. 22, 1985, peacefully at his home, JAMES CAMERON FORBES, of 14, Kingscroft Road, Prestwick, dearly loved husband of June and father of David, Bruce and Andrew. Funeral service at *Masonhill Crematorium*, by Ayr, on *Friday*, Jan. 25, at 10.30 a.m.

FORD ROBERTSON.—On Jan. 22, peacefully, at 43, Kentworth, Yate, Bristol, in his 86th year, WILLIAM MARSHES FORD ROBERTSON, O.B.E., M.D., D.Psych., late of Bristol, Epsom and Wimbledon, beloved husband of Eva and father of Joan. Funeral service and interment at Old Sodbury Parish Church, near Bristol, on Monday, Jan. 28, at 12.30 p.m. Sprays of flowers only, please.

FOSTER.—On Wednesday, Jan. 23, 1985, peacefully at Bligh's Hospital, Thirsk, FRENAUX (F. W.), in his 98th year, formerly of Lloyds Bank, 6, Pall Mall, S.W.1, the beloved husband of the late Dorothy, very dearly loved father of Joan, dearest father-in-law of Robert, much loved grandfather of Richard, also his wife Janet, great-grandfather of Louise and Jonathan. Private cremation at Reading.

FOULDS.—On Jan. 21, 1985, in hospital after a short illness, CHARLES, of Sandgate, Kent. Service at Barham Crematorium on Thursday, Jan. 31, at 11 a.m. Flowers to L. Dover Road, Folkestone.

GARTON.—On Jan. 23, peacefully at home in Cascais, Portugal, three months' short of her 100th birthday, CUY, beloved mother of Ronald, Cecil and John. Funeral in Madeira.

GEORGE.—On Jan. 18, WALTER FRANCIS, of Hassocks, Sussex, aged 74 years. Funeral service at Hassocks United Reformed Church on Friday, Jan. 25, at 3.30 p.m. Family flowers only, but donations, if desired, may be sent to the British Heart Foundation.

GIBBON.—On Jan. 23, peacefully at home, MERVYN DENNY, aged 85, late Royal Artillery, beloved husband of Betty and father of Day. Funeral on Saturday, Jan. 26, at 2 p.m., at All Saints Church, Stock, Essex. Family flowers only.

GOLDSMITH.—On Saturday, Jan. 19, peacefully, at Shedfield, Lt-Col. Desmond John, Royal Signals (Ret'd), aged 77 years, of Rosemarie, Swanmore, Hampshire and Sherrab Farm, Dorset, widower of Pamela, beloved companion for and dearly loved by Gwenyth Phillips. Adored and sorely missed by his children Serena and Humfrey and his grandchildren. Funeral at St Anne's R.C. Church, Brockenhurst, Hants, 12 noon,